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M.D., Ph.D.

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By

MYRON TEITELBAUM, M.D., J.D.

With a Foreword by

MICHAEL M. GILBERT, M.D., Ph.D.

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Foreword

DURING THE FIRST HALF OF THIS CENTURY A LARGE NUMBER OF THE PUBLICATIONS ON HYPnosis dealt with the results of scientific investigations as to its nature and its usage in medical practice. The mechanisms underlying the existence of the hypnotic state have yet to be elaborated, but that such a state truly exists is no longer subject to reasonable question. The position that the practice of hypnotherapy by physicians is an acceptable professional approach using a distinctly different type of normal human phenomenon for the benefit of their patients was finally justified in 1958. At that time the Council on Mental Health of the American Medical Association, following a two year study, accepted "the validity of the various phenomena elicited by the hypnotic techniques."

With the use of hypnosis having gained formal medical approval, the number of physicians, psychologists and dentists who use it as one of their tools of practice, has considerably increased. With the need to defend hypnosis gone, much scientific and clinical energy now is being devoted to expanding its use and to refining its technics.

As a psychologist and as a psychiatrist, I have found that hypnosis can be judiciously used in programs of psychotherapy, psychoanalysis, rehabilitation, learning and habit control and in scientific inquiry into the nature of personality disorders. Certainly, though, it can also be used widely in other disciplines of medicine.

The general practitioner can find great use in relieving the tensions of patients which accompany ordinary office procedures, the obstetrician in relieving pains of childbirth, the opthalmologist for ease of contact lens fitting, the internist for relief of asthma and other psychophysiological disorders—the list is endless.

Some of the obstacles to using hypnosis are the fear of failure to hypnotize the patient, with loss of prestige resulting therefrom, and the length of time that might be consumed in reaching a sufficiently receptive state. The feeling of hesitancy about using hypnosis is still prevalent, but this hesitancy would be removed in many cases if a clear and concise manual of technics were made available. The practitioner could then reduce to a negligible amount the percentage of failures and could reduce the induction time to fit into his already crowded schedule.

The author has spent eight years investigating technics of hypnotic inductions. Through teaching groups of physicians and dentists the technics then in general use and those developed by him, the author has refined them to bring about a high induction rate with a minimum of time. Acceptability by patients has been increased through the development of special technics avoiding the mention of "sleep" or "hypnosis."

The results have been brought together in this volume in a well written and very readable presentation with explicit detail.

It is felt that this book with its accent on induction technics will fill a void in the literature on hypnosis and may very well be a strong stimulus toward the more widespread use of hypnosis as a medical tool.

The members of the legal profession should find the inclusion of several of the author's published articles on legal aspects of hypnosis and related fields most stimulating.

This book is most worthy of full attention, and, in my opinion, is a mature and worthy contribution to the field of clinical hypnosis.

MICHAEL M. GILBERT, M.D., PH.D.

Miami, Florida

Preface

HYPNOTICS IS THE APPLICATION OF THE THEORIES, PRINCIPLES AND TECHNICS OF THE SCIence of hypnotism to induce a subject into hypnosis.

This book is designed to develop self-education and to serve as a handbook for quick reference. Much of the literature on hypnotism has been written in psychological terms, the meaning of which could be abstruse to the average person. It is the intent of the author to eliminate the use of these terms wherever possible and to use simple definitive terms.

Although this book is directed primarily toward medical and dental usage, hypnotics may be used advantageously in many fields.

Hypnotics will be detailed analytically just as a layman would write on the use of an x-ray machine. The manufacturer of an x-ray machine must know more than just how the machine is built and how the rays are produced. He must know and be able to show how to use it, but he leaves to the physician the decisions of when, where, how and upon whom to use it.

So it is with hypnotics. One cannot write about hypnotics without advising how to apply it to the patient. Methods of usage for its application for specific ailments, problems and desires will be outlined, but it will be for the qualified reader's decision, though, when, where, how and upon whom to use hypnotics.

It is expected that some of the new theories, technics and con-

clusions presented will be the subjects of controversy. Progress grows from controversy, and hypnotism is a field where we need progress. Unfortunately, some of the theories and technics which were outdated a century ago are still widely accepted and they continue to appear in newly published articles and books. Marathon inductions lasting from thirty minutes to four hours are still the rule. The length of time taken to induct the average subject is the greatest deterrent to the widespread use of hypnosis. The author hopes to eliminate crude technics which are based upon the lack of knowledge of the fundamentals of hypnotic induction. It has been determined that almost every subject can be placed into the trance in less than five minutes and that the average induction into the light trance state is a matter of no more than three to five minutes when the proper methods are used.

This book is designed for self-teaching. If the beginner absorbs and perfects the material presented in each chapter in its proper turn, he should avoid the many disappointments of those who attempt to achieve advanced hypnotic phenomena before learning the basic fundamentals. First subjects should be from outside your family circle, as better results for the beginner can be obtained with those where the element of prestige can be used.

As with any subject, skill and knowledge are attained and retained only by continued attention and application. The principles and technics of each chapter should be applied daily. Don't delay your application of hypnotism until the end of the book. Become proficient in the basic technics before attempting the advanced.

MYRON TEITELBAUM

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HYPNOSIS INDUCTION TECHNICS

ONE

Development of Methods of Hypnotics

THE USE OF HYPNOSIS WAS COMMON WITH MANY PRIMITIVE CIVILIZATIONS, YET ITS TRUE nature is still a mystery. The ancient Egyptian priests, the Hindu fakirs, the Chinese teachers of religion, the Persian magi, the Celtic druids and the African witch doctors all used hypnotics. Many ritualistic rites centered about hypnotic phenomena. Through the use of talismans, charms, prayers, laying on of hands and dances the sick have been healed and evil destroyed. Because of its use in religious and ritualistic rites, its secrets were closely guarded. Not until an amazing person rubbed the magic lamp was hypnotism released to the world.

The contemporary world of Franz Anton Mesmer heaped much abuse on his name, which today still carries a taint. Yet, he emancipated hypnotism from the societies of secretiveness and gave us a tool to excise the mind as the scalpel can excise the body.

In 1776, Mesmer wrote his Doctoral Dissertation, "The Planetorium Flux," in which he first formulated his theory concerning the influence of planets upon the human body. He believed that a general fluid pervaded nature and the human body, and that if the human body failed to receive the vibrations of this fluid, disease would appear. As long as the fluid was evenly distributed throughout the human body there was harmony, but when this harmony was disrupted, the body became diseased. To Mesmer

all diseases were really one, and for that one he sought a cure. During the next few years after his graduation from medical school, Mesmer further developed his theory. He postulated that the human body was itself a magnet with poles at either end, and that the existing general fluid was a magnetic fluid. At first Mesmer's theory of a general fluid was called "animal gravitation," and later it became known as "animal magnetism." Mesmer believed that by bringing a magnet in touch with or in close proximity to the human body the nerves and muscles would receive the vibrations of the magnetic fluid, the body fluid would once again become balanced and disease would disappear.

Mesmer had considerable success in Vienna, but his critics forced him to leave. He took up residence in Paris, where patients streamed to him for cures. In order to accommodate the patients Mesmer invented a special kind of magnet. In a large, darkened room he built an oversized oak tub. In it he placed concentrically arranged bottles, ground glass and iron filings covered with water. This tub or "baquet" had many iron rods extending through the sides. A large number of patients stood or sat around the tub grasping the iron rods to absorb the magnetic fluid which they believed emanated thereform. This was the development of the first modern method of hypnotics: the instilling within the subject the belief that approximation to a magnet would cure disease, which cure was normally preceded by convulsions. The phenomenon of the convulsions was usually suggested either directly or indirectly. The *magnetic method* was a virile one and took a long time to fall into disuse. Technics devised for its induction are legend.

Animal magnetism achieved its largest following between 1820 and 1850 and then it gradually lost out to new theories.

The next method of hypnotics developed, *directed magnetism,* was the result of the research by a disciple of Mesmer, the Marquis de Puységur. He formulated the theory that the prime factor producing magnetism was the magnetizer himself, who could direct the fluid where he desired. He felt that it was not necessary to use magnets, and that by sheer will power the magnetizer directed the fluid into the subject's body. Puységur was the first known hypnotist to obtain the sleep-like trance state, which he called "som-

nambulism." The theory of a directed force as formulated by Puységur is still accepted by many people today. In some horror moving pictures we still see the Svengali type character hypnotizing the innocent. First, the villain rubs his hands and builds up the warmth of friction, which in turn becomes a magnetic force. Then we see him in a darkened room where an eerie light seems to emanate from the fingers, indicating that the magnetism is strong. Finally, the hypnotist directs both hands at the victim, who instantly becomes transfixed or faints into a hypnotic sleep-like state. This technic, even today, can be extremely effective with certain individuals. The reason for this will be developed in Chapter Three.

From the induction method of directing the magnetism into the subject's body, several popular variations were developed. They are known as *passes methods*. In the first variation the operator would pass his hands over the subject's body without touching the subject. Inducing passes were always downward from head to feet while awakening passes were always upward.

The second variation involved passes which touched the subject's body. Many hypnotists would stroke the forehead or the back of the head and neck. Others would touch the inside of the elbows or the knees.

In 1819, the Abbe Faria presented some new views on hypnotism in a book which attracted little attention. He proclaimed that the cause of the trance rested with the subject and not with the magnetizer. The Abbe Faria was the forerunner of modern theory. From this theory he developed the *fixed-gaze method* of induction. Instead of using magnets or having the hypnotist direct a fluid into the body of the subject, he used the object-gaze technic of having the subject direct his gaze at some object, and by this continued fixation the subject eventually went into a trance.

Although France had been the center of the hypnotism movement, the nineteenth century brought a decline of interest there. However, the sparks from the lowering French flame began to spread the fire of hypnotism to England and Germany.

In 1842, in Manchester, England, Dr. James Braid, independently of the Abbe Faria, came to the same conclusion that the phenomenon of hypnosis depended on the suggestibility of the sub-

ject himself rather than from the receipt of a magnetic fluid. Braid transformed mesmerism into hypnotism. He coined the word "hypnosis," meaning the trance state itself. In addition to contending that the trance depended upon the suggestibility of the subject, he postulated that this suggestibility could operate more efficiently by vocal suggestions from the hypnotist—the *suggestions method*. He discovered that the fixed-gaze method was successful and formulated the bright-light technic of induction by having the subject look at a bright light rather than just at an object. While the subject fixed his gaze, Braid voiced the suggestions to him.

Braid's views were accepted by Dr. M. Liébault and by Professor Hyppolyte Bernheim, who, in the university town of Nancy, France, in the early 1880's successfully utilized hypnosis by the suggestions method on thousands of clinical patients. They determined that psychological rather than physical forces caused hypnosis. Bernheim developed the hypnotic-gaze technic, the third of the technics falling into the fixed-gaze method classification. He had the subject stare directly into the hypnotist's eyes for anywhere from a few seconds to a minute, at the end of which time the hypnotist would begin to make his suggestions. This technic had its disadvantages in that it was possible for the hypnotist to be hypnotized by the patient and also in that the hypnotist became fatigued. They attracted widespread attention and many students of hypnosis, and their ideas became known as the Nancy School of Thought.

At the same time that the Nancy School of Thought was being developed, Dr. Jean Martin Charcot, a famous neurologist, formulated the view that physical action was the cause of the hypnotic phenomenon rather than psychological suggestion. He and his associates were called the Salpêtrière School. He would close and open the eyelids of the subject by physical pressure to obtain lethargic and cataleptic trance states. To produce a somnambulistic trance state, he would rub the head of the subject. Charcot believed that hypnosis is a pathological state, a neurosis, which can best be studied in the subjects of hysteria. There is no question today but that Charcot's results were the natural consequence of indirect suggestion, just as we shall see in Chapter Eight how the state of "pseudo-coma" is the result of indirect suggestion.

Charcot's *physical method* was actually similar to the magnetic method without the element of magnetism. Charcot emphasized that it was the physical pressure itself which caused the desired results. His theory drew considerable support, but it soon was proved to be fallacious.

The next method propounded was that by Emile Coué, who in 1910 established a school of thought advancing the theory of waking suggestion or autosuggestion. He believed that the individual could achieve the same results as in hypnosis without entering the trance state itself. He advocated the technic of daily repeating good thoughts and desires. We are all familiar with his expression, "Every day, in every way, I'm getting better and better." (Coué's *autosuggestion method* differs from the Autosuggestion Technic to be outlined in Chapter Four, as the latter is a means of entering the trance state.)

The last half century has seen considerable advancement in the development of *hypno-analytical methods,* the details of which are beyond the confines of this book.

It should be pointed out that this chapter has highlighted the development of the general methods of hypnotics with mention of some of the particular technics of each method. No attempt has been made to detail the history of hypnotism, such as the growth of the uses of hypnosis, the men who fought for its application, the trials and tribulations of the early hypnotists and the place of hypnotism in literature. For its rich history further research is recommended.

The theories on the nature of hypnosis and the principles underlying the fixed-gaze and suggestions methods of trance induction now shall be outlined. These two broad methods can be broken down into the following classifications of four modern approaches to the subject by the operator: 1) The Relaxation Approach; 2) The Catalystic Approach; 3) The Permissive Approach, and 4) The Authoritarian Approach. With each approach there will be illustrated specific new technics of induction.

TWO

The Nature of Hypnosis

AS HAS BEEN MENTIONED BEFORE, THE TRUE NATURE OF HYPNOSIS IS STILL A MYSTERY. There have been innumerable theories to explain the hypnotic phenomena. Each theory has gained its supporters, but most explanations have been disproved in time. Because we cannot pinpoint hypnosis, it is important that we determine at least what it is not.

Sleep Theory

Since the Marquis de Puységur first achieved the somnambulistic trance state, it has been the understanding of the general public that hypnosis is a form of sleep. When Braid first coined the word "hypnosis" it was to signify sleep. Many subjects, upon awakening from the trance, will state that they were not hypnotized because they could hear every noise and every word spoken and that they were completely aware of their surroundings. Many deep trance states are interrupted suddenly because the subject, upon finding out that he is not asleep, feels that he is not hypnotized, and he therefore breaks the trance state. Other subjects feign sleep in an attempt to please the operator and to do all that is desired of them. Regardless of this general belief, hypnosis is not a form of sleep, although in some cases it has been determined that a subject has passed from hypnosis into ordinary sleep. This can occur when the subject is fatigued or when he is left inactive for a long duration of time.

If it is desired to place a subject into ordinary sleep, commands to that effect while the subject is in the trance state are usually ineffective, as the subject is reluctant to sever the rapport. This objective can best be achieved by post hypnotic suggestion. We shall see in Chapter Nine how this procedure can be used.

We know, on one hand, that in a normal or ordinary sleep a person does not hear nor respond to vocal instructions or suggestions. The mind is unconscious. A hypnotized subject, on the other hand, does respond to vocal instructions or ideas, and he can solve problems, think and perform specific acts without a specific suggestion. It seems that when the mind is in the hypnotized state the sub-consciousness is reached, while with sleep we are dealing only with the unconscious. Also, a person in ordinary sleep is not conscious of his surroundings while a hypnotized subject is conscious of his surroundings. An exception to this rule can occur when the subject reaches the deeper states and is able to project himself into trance visions where he does lose his awareness of his real surroundings. Even then, as we shall determine later, he maintains his touch with reality by reason of the rapport with the operator, which is not broken. Perhaps the fact that consciousness exists in regard to the awareness by the subject of his surroundings indicates that when the subject actively responds to suggestions, both his consciousness and his sub-consciousness are working together. These differences between sleep and hypnosis are easily observed, but to satisfy the scientific mind, observations alone are not enough evidence.

In testing the rate of cortical electroactivity of hypnotized and sleeping subjects, as determined by the electroencephalogram, it has been determined that with hypnosis the cortical electroactivity waves continue closer to the normal awake voltage and frequency rhythm rather than at the normal rhythm of sleep.

Another test is the determination of the basal rate of metabolism. The BMR is decreased from ten to fifteen per cent during ordinary sleep, but with hypnosis there is no BMR decrease.

A very common test is that of the patellar reflex. In ordinary sleep the knee jerk is reduced or completely abolished. With hypnosis we get the same reaction as in the waking state.

These are just a few of the many scientific tests which are now

being made. As yet, no scientific test shows any relationship between hypnosis and sleep.

Psychoanalytical Theory

S. Ferenczi is the proponent of a recent theory developed from Freudian concepts. He states that with hypnosis the subject regresses to infancy, a time when the consciousness was able to give little protection to the unconsciousness. While the subject is awake the desire to so regress is unconscious and the consciousness keeps suggestions from the unconscious, but when the trance is achieved, the desire to regress is activated because of the absence of the protection of the consciousness. When this regression is achieved, the consciousness can no longer prevent the suggestions given from reaching the inner mind.

This theory is unacceptable. It does not explain how waking hypnosis works, which will be discussed in Chapter Eight, since suggestions are accepted in the same manner as when the subject is in a trance, except that the trance does not occur. Certainly regression does not occur every time a waking hypnosis suggestion is accepted.

Ferenczi's theory of hypnosis is based upon his primary theory that infantile regression is a universal desire. This in itself is quite an assumption, and if it should prove false, then his theory of hypnosis would also fail.

Conditioned Reflex Theory

I. P. Pavlov has greatly influenced the eastern world with his theory of hypnosis, and all of the writings emanating from the Russian sphere of influence seem to accept his viewpoint. The theory originated with Hilger in 1925, but the Pavlovian experiments brought widespread attention to the theory. Pavlov states that while hypnosis is not ordinary sleep, hypnosis, ordinary sleep and inhibition are one and the same process. He feels that hypnosis is a partial sleep, that is, a partial inhibition of the brain hemispheres as compared to a diffused and continuous inhibition of the whole hemispheres of ordinary sleep. Pavlov states that just as we learn to go to sleep when we close our eyes, or as he was able to make a dog salivate with the ringing of a bell, so too an individual may be taught to go into

the trance as a conditioned reflex to the proper stimuli. His theory fails to take into account the fact that most individuals can be hypnotized rapidly, even though they may never have heard of hypnosis, may never have seen an induction or may not even know that they are being hypnotized.

Although we do use a period of training for certain phenomena of the hypnotic state, normally the period of training which is necessary for the development of a conditioned reflex is not necessary in hypnosis.

Dissociation Theory

Piere Janet and Morton Prince have been advocates of the theory of a functional independence of the sub-consciousness from the consciousness. They feel that what is achieved by the sub-consciousness in the trance remains with the sub-consciousness and that a different part of the brain is involved. This theory, explained in terms of the physical structure of the body, has also been presented in this manner: The cerebral cortex centers are separated from the motor centers by the blocking of stimuli at the synapses. The stimuli thus move directly to the motor centers, which act.

The proponents of this theory state that the consciousness is completely circumvented and the sub-consciousness actually takes over, since the body does as it is directed. From our discussion of the existence of consciousness in the section on sleep we know that consciousness actually remains during the trance, because the subject is aware of his surroundings. It thus seems that even though the suggestions are reaching the sub-consciousness and are being acted upon by it, the consciousness knows at all times what is going on.

Prince's well-known case of Miss Beauchamp has been a striking illustration of dissociation. Miss Beauchamp was endowed with four personalities, each of which struggled for control of her body. Since her only sub-conscious personality seemingly was aware of some of the conscious state personalities, it indicates that there was not so much a dissociation between the conscious and sub-conscious personalities as there was a dissociation between the conscious personalities. Furthermore, an equating of hypnosis with dissociation might lead to the ridiculous conclusion that Miss Beauchamp went into

hypnotic states with at least three separate parts of her brain. This famous multiple personality case therefore seems to shed no light on the nature of hypnosis.

The most common phenomenon advanced to explain this theory is that of post-hypnotic amnesia. It is alleged that since the consciousness cannot remember the events of the trance, therefore a dissociation existed. Post-hypnotic amnesia does not support the theory of dissociation. If we premise that hypnosis is dissociation, and if we premise that a somnambulist can remember some of the transpired events of the trance, we would have to conclude that there existed only a partial dissociation. Then it would follow that as to those events remembered the somnambulist was not hypnotized. The conclusion, obviously not being true, indicates that one of the premises is false. If we ask a somnambulist what events transpired during the trance, in many cases he will be able to recall a few of the most pronounced events. As to other events he will be totally amnesic. The second premise being easily proved true, the logical conclusion here is that the dissociation theory is fallacious.

The fact that a somnambulist can remember certain transpired events seems to indicate that the subject was aware of all of the events, but that because his consciousness was so passive, he was able to retain only the most sharply implanted impressions. In the deep somnambulistic trance state we shall find that the consciousness reaches its greatest condition of passiveness and all impressions received will be forgotten, unless we suggest to the subject that he will remember the events, thereby implanting them deeper into his consciousness.

Some proponents of the dissociation theory have advanced the argument that subjects are unable to think while in the trance, as they follow the operator's directions. If they are unable to think, their consciousness would have to be completely dissociated from the sub-consciousness. By actual experience with subjects we find that regardless of the depth of the trance, they are able to think and they can refuse to follow some of the directions of the operator.

There have been numerous scientific tests which seem to indicate that a person will do an act while under hypnosis even though he knows it is dangerous to his or to someone else's health. Ac-

tually, in most of these "scientific" tests, either by direct or indirect suggestion the individual knew that no dire results would follow from his acts. M. H. Erickson has determined that where the individual knows what he is about to do and knows that the actions are improper or harmful, he will not follow the operator's suggestions.

It seems that there is a critical point, varying with each subject, at which point the subject will refuse to follow a suggestion. The degree of response to commands or suggestions depends on five factors which in turn determine the critical point: 1) the degree of passiveness of the consciousness achieved, or in other words, the depth of the trance; 2) the degree of strength of the moral character, of the survival instinct, of the religious background or of any other relevant characteristic or instinct of the subject; 3) the ability of the subject to auto-suggest; 4) the nature of the suggestion itself, and 5) the technics used.

Thus, to use an often suggested example, the critical point could be reached if an operator in attempting an immoral act, placed a female of strong moral character into a deep somnambulistic trance. If the female did not necessarily have a strong moral character but wanted to be resistant to this particular operator, the critical point could be reached if she had the power to auto-suggest. If a person can auto-suggest, he can counter-suggest. If the female did not have a strong moral character and wasn't able to auto-suggest very well, the critical point could still be reached if the trance depth were not great enough and her consciousness was not made passive enough. To prevent the reaching of the critical point with a normally resistant female, the operator would have to have the first three factors in his favor.

Another argument advanced for support of the dissociation theory is that memory lies primarily within the sub-consciousness and that memory and recall are greater in the trance, therefore, the sub-consciousness exists only in the trance. Actually, though, memory is retained in most cases after termination of the lighter trance states, and if the sub-consciousness had been completely dissociated the memory would have remained there regardless of the depth of the trance.

Finally, we know that the dissociation theory is fallacious by

reason of the fact that in auto-hypnosis the subject is able to direct his own activities, whereas if the consciousness were dissociated from the sub-consciousness, this would be impossible.

Other Theories

There are various other theories advanced, such as hypnosis is merely a role-taking act of the subject, a goal-directed striving, ideomoter response and suggestion enhancement by previous suggestion acceptance. Upon investigation it can be determined that these theories are each actually only characteristics of hypnosis, and in themselves do not explain hypnosis.

Harmony Theory

In view of the foregoing exclusions as to the true nature of hypnosis it is the author's opinion that hypnosis is a state whereby the consciousness remains but the suggestions reach through the consciousness to the sub-consciousness. This dual existence results in the greater awareness and increased suggestibility of the mind. The greater the depth of the trance, the more passive the consciousness becomes, and therefore the sub-consciousness accepts the suggestions more easily. But at all times consciousness remains and aids the sub-consciousness in its role. This explanation, of course, leaves unanswered the question of how the body physically achieves this result. It is hoped that medical science will soon find the answer to this question.

The foregoing theory of the author has no application in evolving any one specific technic of induction. It does have great importance, though, in the manner in which the subject is treated by the operator and in the way the technics are presented to the subject. By being aware 1) that the subject is conscious at all times of every suggestion made; 2) that because of the subject's greater awareness he knows at all times what the operator is doing; 3) that because of his ability to think while in the trance he knows what is proper and improper, and 4) that because of the joint existence of both the consciousness and the sub-consciousness he is able to more fully control his mind and body, the operator can utilize these abilities to more efficiently induct the subject and to better achieve the de-

sired phenomena, rather than to allow these abilities to work against the operator as would naturally occur if the operator felt that the subject were asleep, unconscious, an automaton or the like.

Upon this understanding of the basic nature of hypnosis, we can then evolve principles which will be the foundation for all of the technics to be used.

Principles of the Mind

The first general principle of the mind is that *the mind can give concentrated attention to only one particular matter at a time.* Some people think they can read, eat and watch television all at the same time with 100 per cent concentration on each. Unfortunately, each detracts from the other. Thus, if we are to quickly or successfully hypnotize a subject, we cannot have his attention divided into three parts.

The second general principle is that *when the mind is concentrated on one particular matter, suggestions received which are not related to that particular matter are not subjected as much to the reasoning process and they are transmitted more readily to the sub-consciousness.* One not thoroughly familiar with hypnosis might think that hypnotizing is the process of getting a subject to concentrate on one particular suggestion. This principle indicates otherwise. In induction we do not want the subject to concentrate upon the induction suggestion, because then his consciousness is absorbed with it and could then be selective as to its acceptance. We want to make the consciousness passive so that the given suggestion will go right through the consciousness to the sub-consciousness. Therefore any technic used must seek to direct the consciousness to concentrate on a particular matter, normally not the suggestion, so that when the primary suggestion is placed it will reach directly into the sub-consciousness.

The second general principle is an exceptionally important principle and it is the foundation stone for the rapid induction technics. Until now, authorities on hypnotism have always felt that it was necessary to obtain the subject's complete concentration on the inducing suggestion in order to hypnotize. To achieve this rapidly it was necessary to have certain optimum conditions existing, such

as the extreme desire of the subject, mental fatigue of the subject, fear, etc. These conditions normally not existing, it would be necessary to manufacture them, such as by obtaining mental fatigue through the use of monotonous suggestions. The result has been the evolution of many time consuming technics, which have been the roadblocks in the march of hypnotism. The following principle can be said to be the source of these time consuming technics. Although the principle is true, its value to hypnotics arises only when the rapid induction technics fail or when an already achieved trance has to be deepened.

The third general principle of the mind is that *every thought or idea results in a physical reaction.* William James called this effect "ideo-motor action." He stated that when the mind concentrates *long enough* on a thought or idea, a physical reaction will result, provided that the thought or idea relates to motor behavior within the individual's own capacity.

An example of this is hand levitation. If a person concentrates long enough on his hand becoming lighter than air and rising, he will obtain some movement in the hand varying from a very slight finger movement to a complete rising of the hand and arm into the air. Mediums use this principle with the rising table trick. Individuals attending the seances are usually those of the extremely emotional type. While sitting around the table they are so eager for the table to rise in order to have contact with departed ones, that unconsciously their arms and legs actually aid the table to rise.

The fourth general principle is that *expectation of a sensation tends to bring about the realization, as the imagination of the individual is stronger than his reasoning power.* This principle is known as Coué's Law of Reversed Effect. He stated that, "When the will and the imagination are in conflict the imagination always rules. The force of the imagination is in direct ratio to the square of the will."

A common example of this is stage fright. An individual about to speak before a group is afraid of being tongue-tied. Reason tells the speaker that speaking to the audience is just like talking to one person. But the suggestive idea of fear which his mind cannot repress eclipses his reasoning that he can speak effectively.

Perhaps you have seen at one time or another someone take out a penny from his pocket, go quickly over to someone else, and tell him that the penny is an extremely hot one. As he places the penny on the other individual's arm or hand, there is an immediate flinching of the appendage involved, including a contortion of the face in pain. The individual might reason that the penny could not be hot, having come from someone's pocket, but the imagination overcomes the will power. This principle is the foundation stone for waking hypnosis technics.

Another general principle is that *emotions reflect themselves in the body structure and physical condition in direct proportion to the emotion's intensity and nature.*

Functional psychotics and hysterics are good examples of the functioning of this principle. Functional psychotics find satisfaction in their imagination, until finally their imaginations become real to them. With hysterics their intense emotion and their mental attitude is reflected in such physical conditions as paralysis, blindness and deafness.

Since emotions are so powerful, the operator must utilize them where they exist for the induction of the trance rather than to allow them to counter his suggestions.

Knowledge of the foregoing principles is essential in the development of good induction technics. The following principle is extremely important for all technics and for the deepening of the trance state achieved. The principle is that *a suggestion once accepted lessens resistance to additional suggestions and the reasoning processes become more passive because of its acceptance.*

Power of the Hypnotist

As we have seen from the development of methods of hypnotism and from the general principles of the mind, the hypnotist has no true power. Hypnosis is only a condition of concentration and suggestibility on the part of the subject. By properly applying the principles of the mind the hypnotist can lead the subject to better utilize his abilities of suggestibility, but if the operator attempts to become omnipotent, a critical point can be reached where the rapport between the operator and the subject will be broken. If the

subject were able to reach this condition of suggestibility by himself, he would not need the hypnotist. Primarily because the average individual has not been educated in the theories and technics of hypnotism nor has he had sufficient practice in reaching the trance state is the reason why it is necessary to have the hypnotist. The hypnotist is merely the guide who directs and leads the subject into the trance. Once the subject learns to reach the trance state by himself, autosuggestion will achieve the same results as directed hypnosis.

One might question this modern approach by stating that if the hypnotist did not have any power over the subject, why is it that no other person can break the rapport between the operator and his subject. This question is easily answered by pointing out the many tests which show that rapport is a very tenuous condition and easily broken. With practice anyone can substitute himself in place of the inducing operator. The subject, upon achieving autosuggestion, can break the rapport himself by merely countering a suggestion.

THREE

How a Person Is Hypnotized

THERE ARE THREE ELEMENTS FOR APPROACH TO A SUBJECT WHICH ARE NECESSARY FOR A SUCcessful induction. The operator must make the mind of the subject receptive for receipt of suggestions, he must then restrict the subject's field of consciousness so that suggestions will not be given full concentration by the consciousness and he must then give the subject the suggestion which the subject will accept and which acceptance will be self-evident to the subject.

Making the Mind Receptive

Making the mind of the subject receptive (or, in psychological terminology, overcoming the superego resistance) sounds like an extremely difficult task, but actually it is a simple one. Of course, if the subject does not want to receive the suggestions of the operator, it might become an almost impossible task to hypnotize him without the use of trickery. The operator therefore must make the subject want to receive the suggestions. One of the best ways to achieve this is for the operator to have considerable prestige. Prestige brings into play the principle that an expected sensation tends to be realized. A subject, knowing that the operator is a well-qualified and successful hypnotist, will normally feel awed by his "powers" and will expect the sensation of hypnosis to be realized. This is the very principle that Mesmer and Charcot unknowingly

used. Mesmer's patients expected that as soon as the magnetic fluid reached their bodies they would go into a convulsion, and the expectation of the convulsion tended to be realized. Charcot's patients saw him rub the tops of his subjects' heads and the subjects immediately went into somnambulism. The patients, in turn, expected the same to occur to them, and thus by indirect suggestion the same result was realized. The operation of this principle unfortunately led Charcot to pronounce his famous theory that somnambulism was achieved whenever the top of the head of a subject was rubbed. (The formulation of Charcot's theory is an outstanding example of how fallacious conclusions can be reached when the scientific method is not used.)

Many subjects, even though they are awed by the prestige of the operator, still might have such fears about hypnosis and its use that they would make refractory subjects. In these cases the operator must instill within them the desire to be hypnotized. After all, the subject must concentrate when instructed and he must accept the ideas and suggestions presented. If he doesn't have this desire, success is contra-indicated. With these individuals a general discussion of the nature of hypnosis should be undertaken. Such questions as "Maybe I won't awaken," "Will I become unconscious or die," "Will you put your thoughts in my head," and the like should be properly answered.

This suggestion of a general discussion of hypnosis is not meant to imply that a preinduction discussion is necessary in all cases. In fact, a discussion is not normally desired. Most subjects will enter the trance easily and a discussion will tend to make the process lengthy. Where resistance is encountered, the operator may then easily switch to a discussion. Sometimes a preinduction discussion may have an adverse effect on a normally good subject. The average person who understands that he is to be hypnotized, immediately builds up an expectation. Because of all of the existing literature on the subject, it is usually not necessary to explain the phenomena to be achieved in advance. The expectation has already stimulated his imagination.

Another way to make the mind receptive is by promising relief from an ailment. Where a subject has a psychosomatic illness, the

physician might explain how hypnosis has alleviated similar conditions.

An authoritarian approach might also be taken. By direct suggestion, by command, the operator can also overcome resistance, just as a father reprimands and commands a wayward son. The operator might also compare hypnosis to more painful procedures to the medical patient by indicating that "we'll have to do it the hard way then."

A stage performer appeals to the emotions of the subject. Fear and anger are used to aid, rather than to hinder, hypnosis on the stage. This is also the basis of mob psychology, which is essentially an hypnotic process.

Finally, we may so prepare the mind for receipt of suggestions by having the subject view the actual induction of other subjects by the operator. This method was a very successful one in Liébault's clinic.

Restricting the Field of Consciousness

After the operator has prepared the subject for hypnosis he must then obtain a concentration of the subject's mind. This concentration is to make the consciousness passive to the receipt of suggestions.

A most common method of achieving concentration is with the fatiguing of the eyes. Once the mind is concentrating on the fact that the eyes are getting tired, the operator has obtained that moment of passivity. In the past, hypnotists would normally have the subjects gaze off at a distant object or a bright light. After a half hour or so the eyes would finally fatigue. The reason for this length of time is that by looking off into the distance the eyes could take in other objects at the same time which prevented early fatigue. Today we know that if the eyes can move or look off at a distant object they can stay relaxed and prevent strain. When the eyes are fixed at a close object for five to ten seconds, they will become extremely fatigued. A technic using a fixed-gaze approach should incorporate the gazing at a point or object close to the eyes. The eyes will also become easily fatigued when the object is high above the level of the eyes.

The obtaining of hearing fatigue is also a method of obtaining

a moment of consciousness passivity. By the giving of continuous and monotonous suggestions one can obtain this hearing fatigue. This approach is commonly used, but it is not recommended for rapid inductions. The operator has the least amount of control with this method and the progress of the subject is least apparent.

The use of misdirected attention is often quite successful. Magicians use this technic for slight of hand. They will focus the audience's attention on one hand while the other hand performs. With hypnotic induction the purpose is to focus the subject's attention anywhere, except upon the particular suggestion that the operator is going to direct. Examples of this might be leading the subject to concentrate upon the taking of blood pressure while the operator presents suggestions to relax the subject into a trance. We also use this method with the Rapid Induction Technic, which will be explained later.

Instead of using a particular object for sight fatigue or monotonous suggestion for hearing fatigue, the operator can strive for sight and hearing confusion. The use of special lights or an hypnodisk often has been mentioned in the literature of hypnotism. Lights reflected on mirrors or prisms have been the elements of all types of sight confusion gadgets. Hypnodisks are revolving disks with lines usually radiating outwardly from a center point. The lines are so designed as to draw the focus of the eyes to the center point. Other types of disks are made for use by the operator in his hand. The disk is passed back and forth in front of the subject's eyes. These technics are generally outmoded today because they give the impression of the magician's hocus pocus. The use of an hypnodisk, though, is still good for child induction. For hearing confusion the use of a metronome or special music has seen considerable usage.

The method of a disconcerting action is similar to that of misdirected attention, but is of a more emotional nature. Instead of having the individual concentrate upon a feinting movement, the operator uses one which involves physical force, such as a hard slap on the back, or a quick pinch on the arm. The subject's entire body reacts to the sudden movement or feeling, and at that moment the mind is receptive to a suggestion.

When dealing with a refractory subject, trickery can also be

used beneficially. This is generally used with challenge or authoritarian technics. An example is the instructing of the subject to gaze upward at the top of his forehead with his eyes closed, so that it is an impossibility for him to open the eyes when challenged. Another example is that by holding the subject's arms up in the air, it is extremely difficult for him to keep from falling backward into a chair. The operator makes the subject think that he is hypnotized even though he isn't. Once the false belief is instilled the next suggestion is accepted in accordance with the principle that the acceptance of one suggestion lessens resistance to additional suggestions.

Finally, we know that if we can obtain complete physical relaxation, it is also possible to obtain mental relaxation or passivity of the consciousness. A person who is just beginning to doze off into an ordinary sleep is a good example of one whose consciousness has reached the right state of passivity for the receipt of suggestions.

Placing the Suggestion

We have now covered the first two elements necessary to be obtained in order to hypnotize the subject. Lastly, we must give the subject the suggestion which his sub-consciousness will accept and which acceptance will be self-evident to him. Until the subject is aware that he is hypnotized, he will retain doubts and will make the acceptance of any suggestions difficult. He therefore should be given a suggestion of a physical nature. An example of such a suggestion is that the eyelids are stuck fast or are completely relaxed so that when he tries to open them he finds that he cannot. Then a suggestion involving a larger group of muscles should be given, such as catalepsy of the arm, finger or fist. Finally, to show the subject that he is not "just going along with you," simple anesthesia should be demonstrated. At that point there is no question but that the subject knows that he is hypnotized, and the rest is easy. The author's technic of placing the suggestion actually consists of three progressively more complex suggestions which, if successfully accepted, leave no doubt in the subject's mind that he is in the trance. Once a light trance state has been achieved the operator may then proceed to deepen the trance. Many operators have experienced

failures because they have attempted deeper trance phenomena before convincing the subject that he is hypnotized. Of course, some technics of induction will bring the subject directly into the medium or the somnambulist trance state without his entering first into the light trance state. In any event a test of the proper degree should be made to convince the subject (and also to convince the operator).

Deepening the Trance State

In later chapters we shall discuss the various technics of deepening the trance state and shall illustrate each. At this point, though, the technics will be listed so that they readily may be available for reference. There are ten technics used for deepening the trance state. They are: 1) the repeating of the induction technic; 2) the pyramiding of the suggestions by having the subject perform many minor muscular movements to develop in him the habit of following suggestions; 3) the using of challenges by which the subject is dared to perform and to act so that his inability to do so will further convince him of the existence of the trance; 4) the structuring of trance visions by means of which the subject is able to envision himself going deeper into the trance and is then able to control the descent himself; 5) the compounding of the suggestions whereby the subject is able to visually observe such phenomenon as simple anesthesia to aid him to go further into the trance; 6) the reinducting of the subject into the trance at subsequent times to allow him to reinforce the phenomena previously achieved; 7) the relaxing of small muscle groups until the subject is completely relaxed; 8) the giving to the subject reverse or contradictory suggestions to promote confusion; 9) the directing of the subject to fantasy a previous deeper trance to convince him that he is able to go deeper, and 10) the bringing of the subject into the fantasy future, directing him to criticize the induction technic used and allowing him to suggest other technics to be used upon himself.

Any one or all of these ten technics can be used with each subject, and the more technics used, the greater chance of success the operator will have in bringing the subject quickly into the somnambulistic trance state.

Elements of Preparedness by the Operator

We have now covered the elements for approach to the subject and for deepening the trance state, once it is achieved. In addition to the foregoing, there are other secondary elements which can add to or detract from the induction process. We know that the prestige of the operator is very important to prepare the mind of the subject. It follows then that the operator must obtain prestige. If a beginner in hypnotics commences with failure, he certainly will not obtain the necessary prestige. As we shall see later, the relaxation technics do not admit failure, and it is recommended that a beginner restrict his induction technics to a relaxation approach. After he has obtained the necessary skill with this approach and has obtained prestige by his successes, then he may advance to other technics. Since hypnotism is a science and the practice of it is an art, the operator must obtain skill with all technics. He should become well-versed in all the literature on hypnotism, he must know what he intends to accomplish with each particular subject, he must instill faith in the subject through voice, words and appearance, he must remove any fears the subject might have and he must act unhesitatingly.

Elements of Office Atmosphere

In determining the location or setting in which an induction will be attempted, the most important consideration is whether or not the atmosphere will aid in restricting the subject's field of consciousness. Some of the factors to consider are noise level, illumination level, comfort level, color level, temperature level, odor level and room furnishings.

The quieter the atmosphere, the greater chance of success you will have, especially with first induction attempts. As has been previously stated, many initiates to hypnosis believe that it is in the nature of a sleep, and although they may accept the operator's voice, they probably will not accept any outside noise and will awaken immediately. Furthermore, whether the subject is gazing at more than one object, is thinking more than one thought or is listening to more than one noise, the result is the same—the field of consciousness has not been narrowed down, and a sug-

gestion placed in the area of consciousness will not meet sufficient passivity for passage.

The same applies as to the illumination level. If more than one bright light is in front of the subject, there will be a division of attention. It is not necessary that the illumination be low, as long as it does not distract. Many initiates to hypnosis have been mistaken in the belief that they have to go into a semi-darkened room to be hypnotized. If, upon a pre-induction examination of the subject, this impression is acknowledged, then perhaps it would be easier to cater to the subject's false belief as to how hypnosis is induced, at least for the first induction. Subsequently, these false beliefs can be dissipated. This is easily effected by explaining hypnosis to the subject while he is still in the trance.

It should be pointed out at this time that the different types of false beliefs as to how hypnosis is induced are legend. With those subjects who know that they are about to be "hypnotized" by you, it might be advisable to discover through discussion with them what their beliefs are about hypnosis. If, for example, a prospective subject believes that the hypnotist must direct a fixed gaze at him to hypnotize, then perhaps this would be the only method which would work. Although the hypnotic gaze technic does not fit in too well with the professional setting, it could be used for the first induction. Then while the subject is in the trance the operator should explain to him that it will be unnecessary to use the hypnotic gaze technic in any future sessions. When the subject does not know that he is about to be "hypnotized" and a relaxation technic is to be used, it is preferable that the operator not question the subject as to his beliefs. This might destroy the advantage of the relaxation technic, as the purpose with many subjects is to achieve the trance state before the subject knows that an hypnotic technic is being used.

It is not necessary that the subject be reclining to hypnotize him. The subject may be standing, sitting, lying down or in any known position, as long as it is not too uncomfortable. If the subject is conscious of a strain in any of the muscles of his body, his attention will be divided, and induction will be difficult. It is advised, except with near-term obstetrical patients or in emergencies, that a sitting

position be used. This gives the subject better composure and helps to prevent first-induction anxiety, which often appears when the subject is lying down and the operator hovers over him.

The color of the room is not important as long as the colors are not too bright or striking so that they divert attention. The walls should be bare of pictures or other distracting ornaments.

A fairly common occurrence is the sudden awakening of the subject from the trance when no particular suggestion has been given which could be expected to elicit an awakening response. Investigation often proves that the subject received a sudden chill. We know that the subject while in the trance has a greater awareness than while awake, and this awareness causes the subject to be particularly sensitive to changes in temperature. An increase in the warmth of the room normally will not awaken the subject, although very often you will notice that the subject is perspiring. This is usually due to first-induction anxiety. A cold draft can so thoroughly disrupt the subject's rapport with the operator that he will awaken.

The offices of most physicians and dentists normally contain many medicinal odors. Where possible these should be kept to a minimum, as a subject may be so conscious of the odors that his attention cannot be properly channeled.

Finally, attention should be given to the furnishings of the room. The fewer items of furniture in front of the subject, the less chance for diversion of attention.

Fundamentals of Office Procedure

We have already mentioned a pre-induction discussion with first-induction subjects where they are cognizant of the fact that they are about to be hypnotized and express or make apparent their fears. By discussion the fears or doubts that they may have can be dispelled. A second type of subject is the one who is so afraid of or doubtful about hypnosis that a discussion alone would not alleviate his fears or doubts. With this particular type any use of the words *hypnosis* or *sleep* would bring about an immediate break in the relationship, so a relaxation and permissive technic should be used, as opposed to a sleep or authoritarian technic. For either group, though, a pre-induction relaxation technic may be used to

draw off any anxieties and tensions connected with the specific purpose for which the subject comes to the operator or which might arise out of any procedure which the operator is about to use. The following pre-induction relaxation technic takes but a few seconds of your time, and regardless of whether or not a physician intends to induct the subject at all, this technic can be easily used on almost every medical patient on his first arriving in a physician's office.

Pre-Induction Relaxation Technic

> "Hello, Mrs. Jones. I am sure your medical treatments would be less bother to you if you would learn to relax more. Let me show you how. Just lean back into a comfortable position. Now to relax, take a deep breath and exhale. See how much better you feel because you have let that surface tension disappear. All right, when you take another deep breath and exhale, you will be twice as relaxed as you are now. That's fine."

When speaking to the subject, a calm, positive tone without haste, without raising the voice is the ordinary procedure. The operator should speak with authority, but should be kind. Special care must be taken to avoid vocabulary which would place an undesired suggestion, such as the words "fear," "pain," "tests," "needles," "stitches," etc. In the section on waking hypnosis, we shall see how effective everyday or ordinary suggestions are, and the use of any of the foregoing words can bring about a pain, even though none should exist.

Just as negative suggestions by injudicious choice of language should be scrupulously avoided, positive suggestions can be placed by proper language. Descriptive words such as rigid as a *steel bar,* heavy as a *lead weight,* and floating on a *soft, billowy cloud* are consistently used by experienced operators.

In order to alleviate any anxiety which might arise because of the mystery of what you are about to do, where possible, once the trance has been achieved, you should explain the procedure which is to be taken and the phenomena to be achieved. At all times, be reasonable in your suggestions. The diction, phraseology and wording of your suggestions are most important. Develop a fixed "patter" for everyday induction procedure and stick to it. There is no question

but that every subject is different and may best be handled in a manner dissimilar from the next subject. A fixed regimen of procedure is not acceptable to the experienced operator. For the beginner, it is suggested that such a fixed regimen be followed meticulously in every case, until the operator has developed the ability to think on his feet, while working with a subject, without any disruption of the procedure. Because in hypnotics so many little items are of such great importance, it is suggested that the beginner follow and adhere to the routines and the patter as detailed in this volume. When a particular technic is chosen for a subject, it is recommended that the beginner not substitute activities and suggestions from other technics, but follow the technics detailed here, step by step.

Again one must be cautioned that the subject hears everything that is said and his awareness is much greater. The operator must not say anything which the subject should not hear. Any questions or whispers by the operator, other than those used as part of the technic, should be avoided. Advance planning will allow you to proceed smoothly.

One of the most embarrassing occurrences for a beginning operator is to attempt a demonstration of phenomena and to meet with failure. It is because of such embarrassment that many physicians and dentists have given up the use of hypnosis in their practices. This is extremely unfortunate, since if they had learned to follow a proper procedure and routine, there would never be any occasion for an embarrassing failure. The cardinal rule of hypnotic induction is that the operator should not attempt deeper trance states without first determining that the subject has entered the lighter trance states. If a subject cannot experience suggested anesthesia, there is no question but that he will not be able to hallucinate or to have post-hypnotic amnesia or to follow post-hypnotic suggestions. Thus in every technic which will be enumerated in this volume, the operator will always test to determine what depth of trance the subject has reached before attempting demonstrations of phenomena of a deeper trance state.

After the subject has been properly inducted to the required trance depth, if he will need more than simple office therapy, the operator should follow an outline of the procedures he intends to use. He

should not risk failure because of his failure to practice vocally the hypnotic procedures.

Who Can Be Hypnotized

The various depths of the trance have been the subject of considerable experimentation and thought ever since the times of Charcot and Liébault. The depths of the trance have been divided up into anywhere from three to ten divisions by most practitioners. For the purpose of this book we shall label the trance states as follows: the light trance state, the medium trance state and the somnambulistic trance state. Mention shall also be made of the light medium state, the deep medium trance state, the light somnambulistic trance state and the deep somnambulistic trance state, which merely are finer gradations. With the light trance state we shall determine its existence only upon the achievement of simple anesthesia or analgesia. It is known that a subject can enter the trance prior to achieving simple anesthesia. Such a state is normally called an hypnoidal or somnolent trance state, but because this state has limited practical application, it henceforth shall be ignored.

In almost every book written upon the subject of hypnotism, it has been stated that only between fifteen and twenty-five per cent of all subjects are able to reach somnambulism with the first attempt. Most writers, in fact, do not materially increase this percentage for subsequent inductions. It is the opinion of this author, based upon actual experience and by following the technics in this book, that the aforementioned percentages must be due to inadequate technics and methodology. It is difficult to stipulate a specific percentage in this regard. If the author were forced to present an estimate, because of the anticipated general reaction as to the audacity of the foregoing opinion, he would state as follows: That if the technics and methodology of this book would be meticulously followed by an experienced operator who is willing to set aside his own patterns of procedures, that anywhere from fifty to seventy-five per cent of all first attempt subjects can be inducted into a somnambulistic trance state.

There is no disagreement among the authorities that approximately ninety to ninety-five per cent of all individuals can reach at

least the light trance state, with a smaller percentage of those being able to reach the medium trance state.

In addition to the various elements which have already been mentioned which affect the induction and the depth of trance to be reached, the suggestive condition of the subject is also very important. Where the subject has a great fear of hypnosis, induction and achievement of a deep trance will be difficult. Also where a subject desires to exhibit a strong will power, it may be extremely difficult to induct him. We shall see in Chapter Five that this desire can be used to facilitate the induction, as will be illustrated with the Negative Suggestions Technic.

The emotional condition of the subject is usually paramount. His expectancy of what is to be achieved is the operator's greatest asset.

If the subject has read too much about hypnotism, he may tend to analyze the suggestions rather than to concentrate his attention. This is one reason why it usually takes longer to condition physicians, surgeons and dentists to reach the somnambulistic trance state.

If the subject has experienced hypnosis before and does not desire to enter the trance state, he may, by autosuggestion, counter-suggest all the directions by the operator.

There has been some discussion in literature about the effect of the distribution of the blood in the body for the efficient induction into the trance state. We know that following physical exercise the blood is distributed more greatly in the muscles of the body. After eating the blood is distributed more greatly in the stomach of the individual. When the head is bent over there is more blood in the head than if the head is erect. It seems to be more difficult to induct a subject immediately after his eating or after exercise than at other times, but rather than the distribution of the blood having an effect here, it might be that the mind is still concentrating on recuperating from the physical activity or digesting the food. At least the sub-consciousness might so be engaged. All statues and pictures of "The Thinker" always show him with his head bent over, as if more blood was flowing into the brain. Yet we find considerable success in inducting subjects when their heads are bent backwards and they are looking up over their heads at the ceiling. There doesn't seem to be too much correlation between the dis-

tribution of blood and efficient induction, since, after eating, more blood is in the stomach and the ability to induct is lessened; yet, when the head is bent back over and there is less blood in the brain than when the head is bent forward, we find success. This might be a good area for scientific investigation.

Another factor of resistance by the subject occurs when he distrusts his own reactions. If he is afraid that he will say or do something under hypnosis that he wouldn't want to do while awake, he will be a refractory subject. In most cases the doctor-patient or similar relationship will dispel this difficulty. This is an area where a general discussion is indicated as to what will be done while in the trance.

Mental differences are also important. Children between approximately six and twelve years of age normally make the best subjects. Perhaps their good imaginations account for this. In addition to expectation, desire and operator awe, imagination is an essential element. After all, hypnosis is usually a case of imagination vs. willpower, with the imagination always winning.

Low intelligence seems to inhibit the ability to enter the trance states and idiots and scatterbrains cannot be hypnotized. Most psychotics are normally unable to enter the trance. They have such a great distrust of anyone who might show them that their imaginations are not real, that they refuse to listen.

The impulsive nature of certain individuals is a strong positive factor. Those who would act quickly and impulsively are not accustomed to extensive rationalizations or selective thinking. They have developed to a certain extent a conditioned reflex of immediate action upon the receipt of stimuli. Response to a suggestion should occur more rapidly with the impulsive person, in contrast with the cogitative person.

Tests for Suggestibility

Suggestibility tests are not advocated for the average subject. In years gone by it was the rule first to determine if a subject were suggestible before attempting an induction. This would prevent embarrassing failures. With today's refined technics of rapid induction and inductions without the subject knowing that an at-

tempt is being made to hypnotize him, it is not necessary to test for suggestibility. In the same time that it would take the operator to test for suggestibility, he could place the subject in a trance, if he were suggestible. For background material some suggestibility tests will be outlined.

Arm Weight Test

Instruct the subject to raise up an arm at the level even with his chest and at a right angle out in front of him. Then have him place the forefinger of the other hand upright and directly under the palm of the outstretched hand. The subject is then told to support the entire weight of the outstretched hand onto the upright finger. After the subject is instructed to completely relax the outstretched arm, he is then told to quickly withdraw the upright finger. If the arm falls quickly and limply, the test will indicate that he has been able to relax the arm at the same time while concentrating upon holding up the arm with his finger. If the extended arm hesitates for a few moments before dropping down, or it does not fall straight down, it is an indication that the subject probably will need some conditioning or the use of deeper induction technics along with the induction technic.

The Standing Test

Have the subject stand erect with his hands at his side and his feet together. He is then instructed to close his eyes and imagine his body to be a plank of wood. The subject should be standing with his back to the operator and the operator should place a finger at the base of the subject's head. Suggestion should be given that as soon as the finger is withdrawn from supporting the head, he will fall over backward into the arms of the operator. Most subjects will soon begin to sway backwards and over.

How to Learn Hypnotics

Upon reading the following chapters the reader will discover that hypnotics, the application of the theories, principles and technics of hypnotism, requires technical skill to be effective. Before commencing an induction the operator must know specifically what

technics of induction will be used, what technics for deepening the trance will be used and what phenomena will be suggested for achievement. The operator must be able to deliver his suggestions without hesitation or uncertainty.

To obtain the best results from reading this book one should digest each chapter following before proceeding to the next. The technics should be memorized in substance, but not necessarily word for word. Mirror or shadow practice should be repeated until the reader can imagine the subject before him and can proceed through the entire technic without difficulty. The use of a tape recorder to play back the oral part of the delivery is very revealing, as it gives the opportunity of placing yourself in the subject's position.

The next step would be to practice with subjects. Do not expect the best results with close friends or family, as the important factor of prestige will be missing or at least lessened with them, but you will obtain the practice and will be better able to induct others.

Hypnotic Experiences of the Subject

The range of experiences and feeling to be undergone by the subject while entranced might be compared to the broad spectra of experiences engendered by the psychotic mind. The quality and quantity of distortions of interpretion in response to hypnotic suggestions may be said to be directly proportional to the depth of the trance.

The deeply hypnotized may hallucinate any or all of the senses, may lose contact with his surroundings except for the operator's voice, may lose awareness that he is hypnotized, may construct fantasies, may become completely involved in his memories and may absorb information for later use.

The lightly entranced are not so likely to lose their contact with reality. The average first induction subject, knowing little about hypnosis, will not be truly entranced until he in effect capitulates. Thus when the operator achieves eyelids closure, it might be said that this response to his suggestion is not a true trance state, because the subject normally thinks to himself that he could open his eyelids whenever he wants to, but that in this case he is "just going

along." Even with obtaining a rigid, unbending arm in response to suggestion, the subject often feels that he is not hypnotized and could break the suggestion if he wants to, but that he just doesn't want to. Any advanced suggestion at this point, such as hallucination of eyesight or a post-hypnotic suggestion, might likely result in failure. Yet this feeling of wanting to go along is certainly an element of the trance state.

The capitulation occurs only when a suggestion is accepted and the subject becomes aware that his desire to go along with the operator could not possibly be responsible for the response. The achievement of skin anesthesia is one of the finest methods to strike home to the subject that his earlier responses to suggestion were in fact directed by the operator and not by the subject's desire to cooperate.

From this point on, with properly timed and placed technics, the subject will continue to feel that the controler is truly the operator.

These experiences are modified to a considerable degree with those subjects who have been hypnotized previously and more especially with those who have mastered the elements of self hypnosis.

Many first induction subjects who are given a number of suggestions under hypnosis, which are followed by proper response, will claim upon awakening that they were not hypnotized. This feeling is due to the failure of the operator to give at least one suggestion, such as that for anesthesia, the response to which would be beyond the control of the subject and so bring about the essential element of capitulation.

This failure in technic could establish in the subject the beginnings of a conditioned reflex or a negative attitude which would be a bar to future inductions. For this reason it is very important that the operator complete a balanced routine of technics designed for a capitulation on the first induction subject before awakening him. It would be very desirable to conclude the trance with the suggestion that the subject will go deeper into the trance the next time in addition to the standard suggestions that this trance state was very enjoyable and that the subject will feel fine upon awakening.

FOUR

Basic Approaches to Induction: Light Trance State

AS WAS MENTIONED IN CHAPTER ONE, THERE ARE FOUR BASIC APPROACHES TO THE SUBJECT by the operator: 1) The Relaxation Approach; 2) The Catalystic Approach; 3) The Permissive Approach, and 4) The Authoritarian Approach. All of the technics illustrated in the following chapters will fall into one or more of these categories. The first illustrated is a technic involving relaxation. With this approach the operator attempts to relax the physical body of the subject and then his mind into a passive condition ready for the receipt of suggestions. It is a very smooth approach. It circumvents any barriers which might interfere with the induction by emotion stimulating such as by use of the word "sleep" or by the fixed-gaze of the operator into the eyes of the subject.

The Catalystic Approach encompasses technics which bring about an instantaneous trance state. Key words or acts are the stimulators of the trance state in the manner of a conditioned reflex.

With the Permissive Approach the operator tries to avoid the buildup of anxieties in the subject by making the subject cooperate. The subject is made to understand that neither hypnosis nor any phenomenon occuring while in the trance state can be achieved unless he cooperates and gives his permission in advance. He also is made to understand that beside being able to stop at any time, he can also awaken at any time.

With the Authoritarian Approach the operator takes full control and dominates the subject. The subject is led to believe that he must do as the operator commands and that if the operator states that a phenomenon will occur, it will occur just as surely as day follows night.

The Relaxation Approach

The following technic, based on the Relaxation Approach, is the one recommended for all beginners. This technic does not admit failures because the subject is never dared to do anything. He is given the impression that everything that is accomplished is due only because he has relaxed enough. If at anytime a demonstration is not successful, it must immediately be pointed out to the subject that he has not relaxed enough. An attempt should then be made to relax him further. The following is a "eighty second" technic and has proved to be remarkably successful. Eighty seconds is the approximate time needed to secure eyelids closure, which indicates that at least the hypnoidal trance state has been reached. To test the subject for the light trance state, from commencement of induction to conclusion of the anesthesia test takes about five minutes.

Rapid Induction Technic

(Commence with pre-induction relaxation where desired.) "Now, Mrs. Jones, would you like to relax even further? All right, I shall show you how. *(Operator should walk to subject's right side, he should pick up subject's right hand with his right hand as if to shake her hand and, while holding her hand, should extend his left hand, palm down, on a horizontal plane parallel to her eyes, a few inches above and approximately six inches away from the eyes.)* I am going to hold my hand here in front of your eyes. What I want you to do is to gaze at my little finger, and do not take your eyes off of it. In a moment I shall begin to lower my hand and while you keep your head erect I want your eyes to follow that little finger down. As the hand lowers and as your eyes follow that little finger, you will begin to feel a pull on your upper eyelids, and they will gradually pull shut. Allow your eyelids to close and leave them closed. All right, here we go. *(Slowly lower the hand smoothly straight down and then curve it under the chin*

so that the eyes follow the finger down. The upper eyelids will have to close as the finger goes out of sight under the chin.) Now, as this hand is being lowered you are beginning to feel a pulling of your upper eyelids, and your eyelids will close. Leave them closed. *(Gently place her right hand, which has been firmly held in a handclasp position, onto her lap.)* Now that your eyelids are closed, I want you to relax them completely. You will find that if you relax your eyelids completely, they won't open. When you feel that you have your eyelids completely relaxed, you can test them, and, if they don't open, you'll know that you then have relaxed completely. All right, relax your eyelids completely. That's right. Now, test them. See, they won't open. Very good, you're doing fine. You have relaxed your eyelids completely. Now, I am going to show you some amazing things that you can do when you are relaxed completely, so let that relaxation that you have in your eyelids extend throughout your entire body. That's fine.

(Pick up subject's right arm and stretch it out straight from the shoulder.) "I am going to pick up your arm and stretch it out, and I want you to stretch it out as hard and far as you can. That's right. Stretch out the fingers too; make the entire arm stiff. Because the rest of your body is so relaxed, you can now make this arm so stiff and rigid that it will seem to be like a steel bar from your shoulder down to the tips of your fingers. The muscles are getting very stiff and rigid. They are getting tighter and tighter and tighter. *(If you desire, you may lightly touch the arm from the shoulder down to the hand, as this enables the subject to actually feel the sensation of the muscles becoming rigid.)* Now, your arm is so stiff and rigid that it is just like a steel bar, It is so stiff and rigid that you no longer have any joints in your arm. You will find now that if you go to try to bend your arm, it will just get stiffer, and the harder you try to bend it the stiffer it will get. This is so because the rest of your body has completely relaxed. All right, try to bend your arm. See, you cannot bend it. It is completely rigid. In a few moments I am going to relax that arm, and when I relax that arm, your entire body is going to become five times as relaxed as it is now. All right, when I count to three that arm will completely relax and the rest of your body will too. One-two-three, and now you are completely relaxed. *(The arm should fall limply down to the side of the chair. If the subject has been able to crook the arm or if it falls at an angle so that it*

falls onto the subject's lap, she has not accepted completely your suggestion.) That's fine, you are much more relaxed than you were before.

"I am now going to show you another amazing thing that you can do because you are so relaxed. I want you to take this hand now and make a fist of it. *(Grasp her right arm by the wrist with your left hand firmly and close her hand into a fist with your right hand.)* I want you to make a tight fist, real tight. You will find a very interesting thing will happen here. As you make your hand tighter, it will seem to you to become like an iron ball. When I request you to open your hand, you will find that the harder you try to open it, the tighter it will get. The muscles just won't open, they will get tighter instead. Your hand is already so tight now that it is just like an iron ball. You may try to open your hand, but you will find that it will not open. See, it will not open. It is like an iron ball. In a moment I am going to relax your hand, and, when I relax your hand, your entire body will become twice as relaxed as it is now. All right, one-two-three, relax. *(Allow the hand to relax and then hold the arm off to the side and let it fall. See if it falls limply to the side of the chair or not.)* You're doing wonderfully well.

"Now, I am going to tell you something still more amazing. Because you are so relaxed, you can do things that you were never able to do before in your life. In a moment I am going to put a very cool liquid on this hand and as you feel a cool sensation on your hand, that hand will become completely numb. *(Rub the area between the thumb and the forefinger on the top of the hand with alcohol.)* All right, here's that cool sensation. You can feel the coolness and, as you feel the coolness, that whole area is becoming numb, and it is now completely numb. You can feel nothing in that area except a slight pressure. *(Insert a sterilized pin or needle into the area.)* See, you can feel nothing but a slight pressure. Because you are so relaxed you have made your hand completely numb. Next, I am going to show you how easy it is to remove the numbness. All I have to do is to rub that area once with my hand and the numbness will immediately disappear. All right, here goes. As I rub that hand the numbness is now gone.

"You have done wonderfully well, and now I am going to arouse you from this completely relaxed condition. When I take you from this relaxed condition, you will find that you feel wonder-

ful. You will have no discomfort and you will feel as if you had several hours of good sleep. You'll feel relaxed all over and anytime in the future when I proceed to place you into this amazing relaxed condition, you will find that you will enter it easily and quickly. All right, when I count to three, you will gradually awaken and will be able to open your eyelids. One-two-three, and you're wide awake and feel fine."

Let us analyze the technic. The pre-induction relaxation is to siphon off any of the anxieties that the individual may carry with him into the office. It also demonstrates to him that you can relax him, and he is more willing then to go ahead with the actual induction technic. It is assumed that by now you are pondering the reason for the handshake at the beginning of the induction. By quickly lifting up the subject's hand, you take his full concentration onto the hand, because the subject, too, wants to know what you are going to do with the hand. It is thus merely a diverting action to concentrate the attention. As soon as the suggestion for eyelids closure has been made, it is no longer necessary to hold the hand, as then it might detract from the next suggestions given.

The purpose of placing the other hand in front of the eyes is to restrict the gaze of the subject for five to ten seconds. The hand is held slightly above and slightly away from the eyes for these five to ten seconds while you explain that you are going to lower the hand and that the eyes should follow the hand. The combination of the elevated gaze and the preventing of the eyes from moving fatigues the eyes quickly. The combining of the concentration of attention onto a handclasp and a fatiguing of the eyes is a double-barreled attack to achieve a moment of passivity for the receipt of suggestions.

As the hand is lowered, the operator must carefully observe the eyes of the subject. If the eyes waver away from the hand, the process should be repeated immediately with the statement that the subject is not cooperating. By permitting the subject to close his own eyes by following the hand down, he is able to begin to use his imagination while the eyes remain in a fatigued condition. With the eyelids closed the subject is no longer able to observe movement in the room and as the right hand is laid to rest in his lap,

you achieve full concentration upon that act. The operator is then ready to place the suggestion, which is that of a fast closure of the eyelids. The dissociation of the muscles in the eyelids is the first suggestion given, because the eyelids are more easily controlled than almost any other group of muscles in the body. The subject keeps the eyelids closed because the operator tells him to keep them closed once the eyelids are lowered, and the operator should continue talking until he instructs the subject to test the eyelids. The operator must prevent the subject from testing the eyelids prematurely, which would result with the eyelids opening in most cases. If the eyelids open when tested, the operator should state that the subject did not relax enough, and he should start the entire procedure over. The cardinal rule is that the operator should never proceed with a more complex demonstration until the prior demonstration is successful. The operator therefore places all the blame for the failure of the demonstration upon the lack of cooperation and relaxation of the subject and prevents an embarrassing failure by repeating the previous demonstration until it is successful.

After obtaining eyelids closure, many inexperienced operators commit a major error. Because they have not become familiar enough with the routine and patter, they hesitate in their patter and unconsciously touch or lean on the subject's shoulder. This normally brings about a break in concentration and allows the subject to awaken.

After eyelids closure is accomplished, a more complex demonstration can be attempted. The subject has already accepted one demonstration and is aware of that fact. If the next suggestion is not too complex or advanced the subject should be able to accept it too. With each new suggestion acceptance the subject does enter a deeper trance state. Partial catalepsy is easy to obtain in a light trance state, so the suggestion to that effect concerning the arm is made. An important bit of phraseology is used here, which can be used often in deepening the trance. That is, the bringing about of an opposite response by using Coué's Law of Reversed Effect. If the subject were told merely that the arm would get stiff and rigid and that he would be unable to bend it, he might be able to relax the arm muscles and the arm would crook. By giving a

double-edged suggestion to the effect that the arm muscles are stiffened and rigid and that if he attempts to bend the arm, the arm will just stretch out even more rigid, the relaxation necessary for bending the arm is prevented and the demonstration is more forceful. It is a little phraseology, such as this, which can make the difference between a successful or unsuccessful hypnotist.

Here again the operator should avoid too much handling of the subject's arm. Once the arm is lifted and outstretched, the arm should not be touched until you are ready to relax it. An exception may be made when the arm is lightly stroked while suggesting increased rigidity. Don't try to bend the arm or hand yourself to see if they are rigid. Leave that to the subject.

After arm catalepsy has been achieved, the operator must now use this demonstration to aid in deepening the trance. We know that since the subject has accepted this new suggestion, the next one to be given will be accepted more readily. To give this principle more effect the operator should reinforce it by stating with authority that when the arm is relaxed the subject will go deeper into the trance. This is another bit of phraseology which aids in deepening the trance and strengthening the rapport.

Even though arm catalepsy has been achieved, at this time neither the subject nor the operator is still thoroughly convinced that the subject is in the trance. The subject normally feels that he is just going along to please the operator or "just can't be bothered not to cooperate." The operator at this point is not sure that the trance has been achieved, because the subject could be play-acting. Some indications that the subject is going into the trance would be a complete lack of movement on the part of the subject except where movement is suggested. If a hand or a finger should move when it is not part of a suggested movement, it is a very good indication that full concentration has not been achieved.

At this point a good test of a true relaxation and suggestibility comes with the dropping of the arm to the side of the subject. With any experience at all the operator will soon be able to determine by the limpness of the arm and its direction of travel if the induction technic is effective. If the arm does not fall straight

down, but is brought instead onto the subject's lap, relaxation is not complete.

The real test comes with suggested anesthesia, or analgesia. Before testing for anesthesia or analgesia the inexperienced operator wants to be doubly sure that the subject has gone deep enough. If he states that the subject feels nothing more than pressure, and the subject does feel the pin prick, the operator could be placed into an awkward position. So before testing for anesthesia or analgesia, another test for catalepsy is suggested. Instead of making the fist test, the operator could work with the forefinger of the subject and tell the subject that the finger will not bend at the first two joints.

After successfully dissociating this second set of arm muscles, the operator can proceed for simple anesthesia with confidence. This test will work in almost all cases where the arm has dropped limply to the side of the chair following the arm rigidity test and a second muscular dissociation test with the hand or finger.

If the operator were to bluntly tell the subject that the hand was numb, this might be a suggestion so far removed from the muscular dissociation suggestions that the subject might not accept it. By using the alcohol and explaining beforehand that the liquid would cause a cool sensation, the subject expects the sensation and upon feeling it, knows that you were right in saying that the cool sensation would exist. Then by following this up by stating that upon feeling the cool sensation, the hand would become numb immediately in that whole area, the subject is more willing to accept the suggestion of numbness.

It is very important to point out at this time the similarity between simple anesthesia and analgesia. With analgesia the subject can feel movement and pressure in the numbed area. When the pin is penetrated through the skin, the subject is actually aware of the pin prick but is unmindful of it. With simple anesthesia the subject is not aware of the pin prick at all, although the numbness does not extend deeply below the skin. In either event, the subject is aware that a numbness has been achieved, and the operator is certain that the subject has entered into the light trance state, because it is very difficult to play-act analgesia or simple anesthesia.

The advantages of the Rapid Induction Technic, which is a re-

laxation method, are many. Relaxation does not offend those to whom the thought of hypnosis is distasteful. This technic requires no mention of "sleep," the word which for some may establish resistance. For the average subject, the Rapid Induction Technic is the fastest technic for induction. Very rarely will it take much more than one minute to achieve eyelids closure, an hypnoidal state, or four to five minutes to obtain analgesia or simple anesthesia, the light trance state.

With this technic the highest percentage of subjects can be inducted, since the technic is specifically designed for reaching the light trance state, and between ninety to ninety-five per cent of all individuals can reach the light trance state. This technic can be used for most office practice work for physicians, since local anesthesia is the object for most office patients when hypnosis is needed. And finally, and most important for the beginner, failures are not normally noticeable by the subject and don't prevent continued attempts at the same sitting or at future calls.

The only disadvantage of this Relaxation Approach is that in order to reach somnambulism you must gradually bring the subject through the light and medium trance states with usage of deeper induction technics in addition to the Rapid Induction Technic. You cannot bring the subject directly into somnambulism with this technic. Where a deep trance state is required, such as for surgery or hypnoanalysis, other technics which are more specifically directed to the deeper trance states should be used if time is of the essence.

In the light trance state we, therefore, find complete physical relaxation usually accompanied by inhibition of all voluntary muscles, a general feeling of lassitude or a feeling of "I can't be bothered," dissociation of the eyelids and other small muscle groups, partial catalepsy of the limbs and a feeling of heaviness or limpness when suggested.

Some other indications that the light trace state has been reached are bloodshot eyes, flickering eyelids, tearing of the eyes and the eyes rolling upward under the closed eyelids. In addition we often find increased pulse, heartbeat and respiration, which are usually due to the initial anxiety on entering a new situation.

Fractionalized Relaxation Technic

Another Relaxation Approach technic will now be illustrated. This technic, called the Fractionalized Relaxation Technic, is not a rapid induction technic. It is usually used on those subjects who are extremely nervous, exhibit resistance and have considerable difficulty relaxing. For them to relax their entire body at one time at any one sitting would be next to impossible. They normally just don't have the ability to concentrate sufficiently. The object is to let them concentrate on small sections of the body at a time, relaxing each in its turn, until finally they are able to relax their entire body.

"Now, Mrs. Jones, you see how much better you feel after taking those two deep breaths. You are able to get rid of some of the surface tension. Would you like to learn how to relax further? Good. All right, first I want you to place both arms on your lap, and I want you to concentrate on your right hand. Just relax that right hand. Relax it completely. That's right. Just let all the muscles in that hand relax. You can feel that sensation of relaxation appear in your left hand. That's it. You can feel your left hand becoming completely relaxed. Now let that relaxation from your right hand travel up your right arm. Just let it flow up your arm. Your right arm is much more relaxed than before. Now let your left arm become completely relaxed. Just let that sensation of relaxation flow all the way up your left arm. That's fine. Now that your arms are completely relaxed, let's relax your legs. Concentrate on your right leg. Just let your right leg relax completely. Relax all the muscles all the way up your right leg. That's fine. You can feel them all relaxing. Now let that same feeling of relaxation travel up your left leg. Your arms and your legs are completely relaxed. Now I want you to concentrate on your right arm relaxing so much that it will actually get heavier than the left arm. Just relax it completely and let it feel completely limp and it will begin to get a little heavier. You can feel that heavy sensation as your right arm lies limply on your lap. There, your arm is nicely heavy and you know that it is really heavy. When I tell you to, slowly lift your right arm up off your lap and let it drop to your side. You will see that it will drop limply and heavily. All right, raise it up slowly and drop it to your side. That's fine. See how limp and heavy it is because you were able to relax it

so successfully. Now take your left hand and arm and slowly do the same thing. That's fine. See your arms are hanging limply at your side. Now, let's relax some more muscles. Concentrate on relaxing the muscles around the back of your head and your neck muscles. Relax your neck muscles completely. That's it. They are completely relaxed and limp. Now that your neck muscles are completely relaxed you can make your head feel heavy. Just let your head get heavier and heavier and heavier. You will see that your neck muscles are so limp and relaxed that your head just gets too heavy to hold up and you can let it fall forward. That's right. Just let your head fall forward limply to your chest. That's fine. See you are in a position of complete relaxation. And you can feel that wonderful relaxation. Now that you are relaxed all over I am going to show you something very wonderful. I am sure that you have never before completely relaxed your eyelids as you will now be able to do. Just let your eyelids close and completely relax your eyelid muscles. Very good. Your entire body is relaxed. Your arms are relaxed, your legs are relaxed, your neck muscles are relaxed and even your eyelid muscles are completely relaxed. Now you will find that if you have achieved a greater depth of relaxation than you ever had before, your eyelids will be so relaxed that you just won't be able to open them. Just relax those eyelids muscles completely and when I tell you to, you may try to open them. If they won't open when you try to open them, you will have achieved that great depth of relaxation of which you are capable of reaching. All right now. Relax them completely, and test them. That's fine." *(Continue on with the muscular dissociation and catalepsy tests followed by the test for simple anesthesia.)*

Awakening the Subject

This is a good place to discuss the procedure to be followed when awakening the subject. It is always important to give the subject suggestions of good health and good thoughts. Many individuals have heard that subjects, upon awakening from the trance, either were groggy, had headaches or the like. By simple suggestion we can awaken the subject so that he feels fine. Furthermore, many subjects learn how to autosuggest immediately, and they might auto-suggest a headache, numbness in some part of their bodies

or some other phenomena that can be achieved under hypnosis. By giving a direct suggestion of good health, the operator can overcome any existing ability to autosuggest.

While the subject is in the trance, we know that he is in a greater state of suggestibility. Therefore it is incumbent upon the operator to insure that the subject will enter the trance as quickly as possible upon subsequent inductions. He should be certain to place the suggestion that the next attempt at induction will be desired by the subject, the induction will be much quicker and the trance much deeper. After successfully testing for simple anesthesia, it is an advantageous time to teach autosuggestion (autohypnosis) to the subject so that he may learn to place himself into the trance instantly and to achieve simple anesthesia. This skill can be taught to almost every subject who enters the light trance state. When a subject sees that he can make any part of his body numb at will, this is the clincher! Of all of the technics of deepening the trance state, none can compare with the feeling of achievement which the subject obtains upon the achieving of autosuggested anesthesia.

If the subject has entered the trance having a headache, any other pain or some psychosomatic ailment, the operator-physician must not remove these symptoms until he is aware of the organic or mental cause or until he can be reasonably certain of the results of the removal of the symptoms.

In awakening the subject the operator should be careful to remove all suggestions previously given but which should not be retained by the subject, such as the suggestion of numbness of the hand. Even where the operator suggests that the numbness will disappear, it will in many cases remain for some minutes after the awakening of the subject. Remove all suggestions given even if the subject hadn't responded. Of course, we must always be sure to awaken the subject, as we wouldn't want the subject leaving the operator's presence while still hypnotized. It frequently has happened that the subject would open up his eyelids while still in the trance and the operator would think that he had awakened. In many cases the subject is a somnambule (has entered the somnambulistic trance) and even though the eyelids are open, he is still in the trance. Therefore, in all cases, regardless of the appearance of wakefulness

of the subject, the operator should always have him close his eyelids, and "awaken" him.

In some rare cases the operator will find that the subject doesn't awaken when requested to do so. In these cases the subject usually has reached a depth of trance called "lethargic" by the older authorities. Actually the subject usually is no more asleep or dissociated from the world than in any other trance depth, but he is so comfortable where he is and in his present condition that he just does not want to awaken. Actually, he has achieved an ability to autosuggest, and he counter-suggests against the operator's instructions to awaken. It has been known for some subjects to continue on in this condition for six, eight or ten hours before finally awakening. If the subject had drifted off into a normal sleep, the awakening would be abrupt. Also, we might rarely come upon subjects who want to stay in the trance to undergo more phenomena, subjects who misunderstand suggestions, subjects who previously have been given suggestions or ideas concerning hypnosis and sleep or subjects who want to spend more time with the operator.

There are various methods for awakening the subject who doesn't respond to the ordinary suggestion that he will awaken at a given count or signal. Blowing on the eyelids of the subject will often do the trick. If you are in no rush and the subject is not in the way, you can advise him to sleep on as long as he desires, and that he can awaken at will. When you want to awaken the refractory subject without delay, an effective technic to achieve the desired result is to explain to the subject that unless he immediately awakens you will give him suggestions which will cause some discomfort in various parts of his body. Just as you are able to bring about anesthesia of the body, so too you can cause considerable discomfort. If you have to resort to this technic, you can be certain of positive results.

It has been a common fear of many individuals that they might not awaken once they are placed into the trance. To clear up any doubts you might have, the subject will always awaken. It may take two minutes or two hours, but he will always awaken. So don't worry about departing from this fine world leaving behind you a subject in suspended animation. He'll manage all right.

The Catalystic Approach

We have just covered two technics which are directed at relaxing the subject into the trance. Even though the Rapid Induction Technic is an extremely good technic when the operator does not wish to spend much time with the actual induction, there are other induction technics which are even more rapid. The Catalystic Approach is illustrated by three direct induction technics which require no buildup. The induction is almost instantaneous. These technics are the Autosuggestion Technic, the Placebo Technic and the Post-hypnotic Suggestion Technic. In this chapter we shall deal with the first two, which require the use of key words or key acts by the operator at the time of induction.

Autosuggestion Technic

After the test for simple anesthesia has been successful, the operator continues as follows:

> "Now that I have been able to make your hand numb for you, would you like to learn how to do it for yourself? Fine. I shall now teach you how you can have complete control over your body. Anytime you need any medical or dental procedure you will be able instantly to make your hand or any other part of your body just as numb as I have done. The medical or dental procedure will then cause you no discomfort at any time.
>
> "I am sure that you are familiar with the first three letters in the Greek alphabet. The first three letters are Alpha, Beta and Gamma. Anytime you want to place yourself into this state of relaxation (or sleep) all you have to do is close your eyelids and to say out loud the first letter of the Greek alphabet, Alpha. As soon as you say the word Alpha, you will find that you will be unable to open your eyelids and you will know that you are back in the same relaxed condition as you are now. Then, in order to make any part of your body numb, all you have to do is to rub that part of your body with your hand. While you rub that part of your body say out loud the second letter of the Greek alphabet, Beta, and you will find that that area becomes numb instantly. Then if you want to test that area for numbness, just as I stuck a pin into your hand before, and you felt no discomfort, all you have to do is to say out loud Beta Open. By saying the

word Beta out loud you are able to retain the numbness, and by saying the word Open, your eyelids will open. Then you can pinch that area or stick it with a pin, and you will see that it is completely numb. In fact you will be able to watch any medical or dental procedure that is being undertaken in that area, such as the pulling of a tooth, and you will feel no discomfort of any kind. When the medical or dental procedure is over, and you want to awaken from your relaxed condition and to remove the numbness, all you have to do is close your eyelids, say out loud the word Gamma, and you will instantly awaken and the numbness will soon disappear. All right, now, I shall show you just how easy it is.

"I am going to have you open your eyelids. *(Notice that the operator does not say "I am now going to awaken you.")* You can repeat those letters of the Greek alphabet after me. All right, open your eyelids. Now close your eyelids and say out loud the letter Alpha. That's fine. Now you cannot open your eyelids. See, they are stuck fast and you are in the same relaxed condition as you were before. All right, now take your right hand and rub the back of your left hand and while you do so say out loud the second letter of the Greek alphabet, Beta, and your left hand will become numb instantly. That's fine. That hand is completely numb. See I'll show you that it is completely numb. All you will feel is a slight pressure and nothing more. *(Test the hand for simple anesthesia.)* All right, it is numb and now I shall let you test it yourself. All you have to do to open your eyelids and to still retain the numbness is to say out loud the words Beta Open and your eyelids will open and the numbness will remain. All right, go ahead. You can see that that hand is completely numb. *(The operator should test again for simple anesthesia with the subject looking on.)* See, that area is completely numb. Here is the needle and you can test it for yourself. It is completely numb. Isn't that wonderful! To remove the numbness, just close your eyelids and say the third letter of the Greek alphabet, Gamma, and you will instantly awaken and the numbness will disappear.

"See, you have learned how to enter, instantly, this wonderfully relaxed condition and now and forever you will always be capable of making any part of your body numb whenever you need it for any medical or dental procedures. Now that you are fully

awakened I want you to go through the entire procedure yourself, and you will see that it will work everytime. Go ahead and place yourself back into the relaxed condition. Now make some part of your body numb. Now properly open your eyelids while retaining the numbness. Now test the area and you will see that it is numb. Now close your eyelids and awaken yourself. Wonderful.

"Tomorrow I want you to go through this same procedure again in the morning. When you see that you are able to get this anesthesia again, this complete numbness, I want you to give me a phone call and let me know. Will you do that? Fine!"

Throughout the entire procedure of the teaching and demonstration of autosuggestion to the subject, the operator should be certain that he keeps re-emphasizing the fact of numbness. He should be certain that he has gone over the meaning and import of the three letters of the Greek alphabet used here. He should be certain that the subject understands what they will do for him. Furthermore, the operator should never let the subject test for anesthesia until the operator has first tested and is certain of the results. When going through the procedure for the first time with the subject, with the operator giving the instructions for each step, the operator should again be sure that simple anesthesia has been achieved following the rubbing of the hand by the subject with the saying out loud of the word Beta. After the subject's eyelids have been opened, the operator should be sure that he again tests for the simple anesthesia. His prestige will continue the same effect, whereas if the subject tests himself without first seeing the operator place the needle into his skin, he may feel that because he is now "awake" the numbness might be gone. By demonstrating simple anesthesia while the subject's eyelids are open, we are using one of the technics of deepening the trance, that is, of compounding the suggestion. Any phenomenon achieved while the subject's eyelids are open and he is viewing the phenomenon automatically deepens the trance.

The teaching of autosuggestion to the individual where the autosuggestion encompasses the entering into a trance state, as distinguished from the waking autosuggestion of Emile Coúe, has been the

subject of considerable controversy. The question is whether the individual might use the trance state as an escape from reality in a like manner as a psychotic uses his imagination as an escape from reality. There does not seem to be any recorded case histories concerned with this problem, but it is felt that if the individual were going to escape from reality, he could certainly find some other method, if he didn't know how to autosuggest. The mere ability of an individual to autosuggest himself into a trance, will not by itself make it a harmful skill.

It will be noticed, that throughout the instruction in this technic, it is emphasized that autosuggestion for numbness is to be used whenever any medical or dental procedure will be required, so that the subject will not have the desire to achieve anesthesia without due cause.

Autosuggestion can be taught without the use of the key word Beta for anesthesia. For example, in the field of education where an individual desires to study while in the hypnotic trance, he can be taught merely the Alpha and Gamma key words.

Because of the nature of this technic, it is suggested that the operator be certain that the subject reinducts himself for several consecutive days following initial induction, so that the subject will have no doubt as to his ability to achieve autosuggestion at any time in his future.

Some individuals are able to teach themselves this technic without ever being taught it while in the trance, but it is much easier this way.

Placebo Technic

The second direct induction technic is the Placebo Technic. It has the exact same result as the Autosuggestion Technic, but it does not allow for the individual having control over the entering and leaving of the trance.

Instead of teaching the use of the key word Alpha, the physician or dentist instructs the hypnotized patient that a particular pill that he has will enable the individual to enter the trance immediately upon swallowing the pill. This technic may be used to achieve the state

of relaxation or the state of "sleep," depending upon the wording of the particular induction technic first used with the subject.

This is a two-step technic. First, the operator informs the subject of the effect of the pill or the hypo, whichever is used. He then gives the placebo.

This technic differs slightly from the Post-hypnotic Suggestion Technic, to be discussed in Chapter Nine, in that with the latter a particular word, or words, or motions of the operator places the individual into the trance, rather than the giving of a placebo.

The Placebo Technic also differs from the Post-hypnotic Suggestion Technic in that the former can be taught to individuals who have reached only the light trance state, whereas the latter is only effective with those subjects who have reached the somnambulistic trance state. The reason for this is that the Placebo Technic incorporates some of the principles of waking hypnosis, which also will be discussed later.

FIVE

Basic Approaches to Induction: Medium Trance State

WE HAVE NOW COVERED FOUR TECHNICS THAT CAN BE USED FOR THE REACHING OF THE LIGHT trance state. The first two technics illustrated, using the Relaxation Approach, can also be used to obtain the medium trance state, but additional suggestions would have to be added on to the technics, as already mentioned. The two direct induction technics illustrated, using the Catalystic Approach, are capable of taking the subject directly into the medium trance state, if he already had reached it at a prior time. The speaking of the key or catalystic word or the giving of the catalystic pill instantly places the subject into the same depth of trance as he had previously reached.

The Authoritarian Approach

In this chapter we shall illustrate the Authoritarian Approach with two additional induction technics, the basis of which technics is more in the nature of the domination by the operator over the subject, rather than the obtaining of the cooperation and relaxation of the subject. Because of the domineering nature of these technics and the use of the word "sleep" rather than "relaxation," when the subject is inducted he normally enters directly into a medium trance state, rather than a light trance state.

Counting Technic

This technic normally requires only about five minutes of the

operator's time to achieve induction. It is a very easy technic to master and is as popular as the Rapid Induction Technic. Its use is highly recommended.

"Mr. Smith, I want you to get comfortable in this chair. Please sit erect and lean your head back so that you can choose a spot on the ceiling about three feet in front of your chair. *(A straight chair should be used with this technic, so that the head does not rest on the chair. The head should be in a position where it can fall forward when required. A chair without arms is best for all technics, so that the arms of the chair do not interfere with arm movement of the subject.)* I want you to keep your gaze constantly fixed on that spot on the ceiling. In a moment I am going to begin counting. One-two, one-two, and at each count of one I want you to close your eyelids. At each count of two, I want you to open your eyelids, all the time keeping your eyes fixed on that spot on the ceiling. As you open and close your eyelids, you will soon find your eyes getting very tired. The upper eyelids will get very heavy and you will feel a burning sensation in your eyes. Shortly you will find that your eyelids will be opening less wide each time 'till finally you will not be able to open your eyelids at all. They will be glued shut. All right, let's begin. One-two, one-two, one-two, and now your eyes already are beginning to get tired. One-two, one-two, and now you even can begin to feel a burning sensation in your eyes. One-two, and your eyes are getting very tired. They are not opening as far as before and they are beginning to stick together when you close them. One-two, one . . two. Your eyelids are beginning to stick more and more and it is becoming more of an effort to open them. One . . . two, one . . . two. *(The operator now allows the eyelids to remain closed a little longer each time.)* Your eyes now are so tired that you can hardly open them at all and even when they are open, they are just open a slight amount. Soon they just won't open at all. They will be stuck fast. One . . . . two, one . . . . two, and now your eyelids are stuck fast. See, you cannot open them. They are completely glued shut and you cannot open your eyelids.

"Now I want you to concentrate on your head. Your head is now going to feel very, very heavy. As your head gets heavier and heavier it will begin to fall forward toward your chest. When your chin touches your chest you will go into a deep sleep. You

will not awaken until I awaken you. When I do awaken you, you will feel wonderful. You will awaken feeling as if you have had several hours of good sleep and all the time that you are asleep you will still be able to hear everything that goes on. Now your head is getting heavier, heavier and heavier. It is getting so heavy that you are finding it extremely difficult to keep it erect. See, your head is beginning to fall forward. When your head falls forward and your chin touches your chest, you will be in a deep sleep, and you will not awaken until I awaken you. Your head is getting heavier, and heavier, and heavier. Now it is five times as heavy as before and even getting heavier. It is now like a heavy lead weight, so heavy you can no longer keep it up and it is going down, down and down. Now your chin is touching your chest, and you are in a deep sleep. You can hear everything I say and you are completely aware of everything that goes on, but you are in a deep sleep and will not awaken until I awaken you. *(If the subject has difficulty allowing his head to fall forward, a slight pressure on the back of the head is sometimes very effective.)*

"Now I am going to lift up your hands and arms in front of you, and they are going to begin to revolve around. Just let your hands go around and around and around, and as they go around you are going to go deeper and deeper into sleep. Your hands and arms are going to revolve around themselves continuously, as they are completely dissociated from your body. You will have no conscious control over them as they revolve around by themselves. In fact, if you try to stop them they will just go faster. You may try to stop them, but they will go on anyway. You see, they just go on by themselves as you go deeper and deeper into sleep. As you go deeper into sleep, you find that you are obtaining complete physical relaxation. You feel wonderful all over. *(If there is any doubt about the subject being able to enter the medium trance state or if a longer induction procedure is desired, catalepsy and anesthesia tests may be used prior to testing for the foregoing automatic movement.)*

"Now that you are obtaining physical relaxation, I am going to show you how you can obtain complete mental relaxation. I want you to imagine that you are in front of a blackboard. On this blackboard I want you to see the numbers going backwards from one hundred. That is, 100, 99, 98, 97, and on down. Here's what I want you to do. When I tell you to, I want you to begin

calling off out loud these numbers from the blackboard, beginning with 100. As you call off each number, I want you to mentally erase the number off of the blackboard and out of your mind. When you get down to the number 97, I want you to erase all the remaining numbers off of the blackboard and out of your mind so that you cannot think of another number. All right, I want you to look at those numbers and begin starting with one hundred to erase all those numbers. "100." Now wipe it off the blackboard and out of your mind. "99." And now wipe it away. "98." And now the last number you will be able to find. "97." Now wipe it away completely and all the rest of the numbers so that they are completely gone. You cannot think of another number. Your mind is a blank. You cannot find any more numbers. What is the next number? See you cannot tell me the next number, can you? What is the next number? *(At this point the subject should either move his lips to indicate the negative, or just shake his head. The operator must then determine whether the subject has true suggested amnesia or merely aphasia. He must obtain a response as to whether or not the subject can find the number. With aphasia the subject will be able to see the number, but will be unable to speak. With true suggested amnesia, a deeper stage, he will be unable to find the number at all.)* You are now able to speak, and I want you to tell me if you can find any more numbers. "No." See you have obtained complete mental relaxation, as your mind has become a blank. You are much deeper in sleep than you have ever been before in your life." *(Awaken the subject with the proper awakening procedure.)*

In the medium trance state we normally find all of the characteristics found in the light trance state, and also they are usually accompanied by suggestive amnesia or aphasia, a greater degree of anesthesia, the ability to obtain catalepsy over the entire body, the continuation of automatic movements once commenced, dissociation of the major muscle groups, the ability to obtain trance visions, the ability to dissociate the subject's self in a trance vision and the ability to distort time. Time distortion and the dissociation of the self will discussed in later chapters.

Because this technic normally brings the subject directly into the medium trance, it is usually unnecessary to make the test for the light trance state, that is the test for simple anesthesia. The

obtaining of trance visions by the subject is not a good test for the medium trance state, even though it is a characteristic of that state, because the vision is obviously not apparent to the operator. The operator needs some empirical fact to convince him that the subject has reached a medium trance state. The first of the two tests normally used for the medium trance state is therefore the continuous arm movement test. The operator tells the subject to try to stop the arm movement. By carefully watching the movements of the arms, the operator normally can tell if the subject is truly unable to stop them.

The second test is that of suggested amnesia. If the subject glibly calls off all the numbers from 100 through 97, he will almost always be able to continue on down past 97. This would indicate that the subject had not passed beyond the light trance state. Where the subject goes very slowly, and the voice volume drops, the indications are that the subject will have considerable difficulty recalling any more numbers. If the subject is able to go below 97, the operator should immediately stop him. To allow the subject to keep on going down to 90 and below, will bring him out of any trance state achieved. The moment the number 96 is called out, the operator should explain to the subject, that the subject was not relaxing his mind sufficiently. In this way, the operator does not place himself in an awkward position of telling the subject that something will happen, when it won't. Sometimes the subject may get down to 96 and then will be unable to proceed any further. The allowing of the subject to try further will depend upon the difficulty he has in finding and speaking any numbers below 97.

As was mentioned in Chapter Three, the medium trance state might be divided up into light-medium and deep-medium states. It is suggested that when the subject merely has aphasia, the ability to see more numbers without being capable of speaking them out loud, he has entered only the lighter part of the medium trance. Where the operator obtains true suggested amnesia, the subject has gone at least into the deeper medium trance state.

Of course, all of these tests which have been outlined are minimum depth tests. That is, they can tell the operator at least how far the subject has progressed into the trance, but they do not tell

him if the subject has progressed further. After the operator is convinced that the subject has reached the deeper part of the medium trance, then he may go ahead and determine if the subject has reached the somnambulistic trance state.

A great advantage of the Counting Technic is that the operator does not have to give the subject a commanding suggestion until he is absolutely certain of success. Since we are not using the Relaxation Approach here, the operator does not tell the subject that if the subject relaxes sufficiently the eyelids will not open. Here he uses The Authoritarian Approach by telling the subject that the eyelids will be stuck together and will not open, not because the subject has done something, but because the operator has commanded it. It is a much more forceful approach, and a failure could be more embarrassing. Therefore, the operator does not forcefully suggest that the eyelids are shut tight until he sees that they are already shut tight. He can wait as long as necessary by continuing to count until he notices that the subject can no longer open the eyelids.

The novice operator must be particulary careful to make the subject aware of the difference between a challenge and a suggestion. The words "You can't open your eyelids. Try to open your eyelids. Open your eyelids," constitutes a challenge. If the operator then wants the subject to open his eyelids, the words "Open your eyelids" would still be considered a challenge by the subject since he would not be able to differentiate the intent of the operator from the original challenge. If the operator would for the command use words such as "In a moment I am going to let you open your eyelids. When I count to three you will find that your eyelids no longer will be shut tight," no difficulty should arise.

As with the Rapid Induction Technic, the operator achieves concentration of attention by the fixed gaze method. In this case the object is a point high above the head of the subject, which allows for the rapid fatiguing of the eyes. Here eye fatigue is much more important since it will be the responsible agent for keeping the eyelids closed, rather than relaxation of the eyelid muscles.

Again, with this technic, it is necessary to place several suggestions which the subject will accept, and suggestions of such nature that the subject will know that he has accepted them, before test-

ing for the depth of trance. The subject thus finds out that he cannot open his eyelids and he acutally feels his head getting heavier.

It is very important to tell the subject that he will hear everything that goes on and will be completely aware of everything which occurs. Here we are using the word "sleep," and unless the subject is informed that this hypnotic sleep is different from ordinary sleep, he will not believe he is hypnotized because of his awareness. On the subject's incorrect determination that he is not hypnotized, he usually then will awaken.

With this technic there is very little buildup. As soon as eyelid closure is complete, the subject through suggestions immediately begins to fall into "sleep" as his head falls forward. As the head is falling forward, suggestions of drowsiness may also be given. The chin touching the chest is the catalystic agent which the subject immediately associates with sleep.

Negative Suggestions Technic

There is no doubt that occasionally a subject will come along who does not want to be hypnotized. The operator should take careful note of the manner in which the subject expresses his feeling. Some individuals will say, "I don't want to be hypnotized. You can't hypnotize me." With a statement such as this it appears that the subject inwardly and outwardly does not want to be hypnotized. With this type of individual, success will be rare. Another individual might say, "I don't think I can be hypnotized." This type of individual is of the highly skeptical type, but it is only outwardly that he does not want to be hypnotized. Inwardly there is probably a desire. To obtain the attention and concentration of this latter type of individual can be extremely difficult sometimes because of his outward skepticism. He might attempt to analyze everything said by the operator, and thus prevent the required concentration of attention, or he might unconsciously feign resistance. The Negative Suggestions Technic has been successful with this latter type of individual, although, because of its nature, it is not often used by the physician or dentist. A failure when using this technic could disrupt the patient-physician relationship, as it is a completely domineering approach. The question of ethics in hypnotizing against the subject's desire should also be considered.

"So, Mr. Johnson, you don't think that you can be hypnotized because several of your friends have tried it on you before. If you don't mind, I would like to test your ability to concentrate. As you know, concentration has a great deal to do with hypnosis. I want you to concentrate on the fact that you cannot be hypnotized. Just keep thinking of it, that you cannot be hypnotized. Are you thinking on that. NOW, CLOSE YOUR EYELIDS AND GO TO SLEEP! YOU ARE ASLEEP. YOU CANNOT OPEN YOUR EYELIDS. THEY ARE SHUT TIGHT. THEY ARE SHUT SO TIGHT THAT THEY ARE STUCK TOGETHER AND ARE GLUED TIGHT. YOU CANNOT OPEN YOUR EYELIDS. THE HARDER YOU TRY TO OPEN YOUR EYELIDS THE TIGHTER THEY WILL GET. YOU SEE, YOU CANNOT OPEN YOUR EYELIDS AND YOU ARE ASLEEP," *(Proceed with trance depth test.)*

By now the reader should be aware of the principle upon which the foregoing forceful and daring technic is based. We know that if we get the attention of the subject on any object or thought, then the suggestion placed will find passivity of the consciousness and will go directly into the subconsciousness. It makes no difference to the operator what the subject is thinking about, as long as he is directing his full attention to that thought, even if it is concentration on the fact that he can't be hypnotized! With this principle, we can use the very skepticism of refractory subjects and any other obstacle they might throw in our paths, to our advantage. This is one of the most amazing facts about hypnosis. It can be reached by so many different devious paths that it is truly rare to find an individual who cannot be inducted if the operator has enough knowledge and experience to choose the right method and to execute it properly.

SIX

Basic Approaches to Induction: Somnambulistic Trance State

THE SOMNAMBULISTIC TRANCE STATE IS ONE OF THE MOST INTERESTING AND ASTOUNDING CONditions of human behavior. All of the characteristics of the light and medium trance states are found in the somnambulistic trance state and they are usually accompanied by suggested or spontaneous post-hypnotic amnesia, suggested visual and auditory hallucinations, the ability to follow post-hypnotic suggestions, the ability of the subject to open his eyelids, the ability to walk and to talk as if not hypnotized, the ability to regress in time either by reanimation or by memory recall, the ability to write, to speak and to draw automatically, the ability to substitute memories, the ability to obtain spontaneous dreams and the ability to achieve many other astounding phenomena.

The technics described in this chapter can just as easily be used to obtain the medium trance state, but because more procedures are used and because of the added length of time for induction, the subject will normally go into the somnambulistic trance state.

The Permissive Approach

By Permissive Approach, as previously mentioned, it is meant that before the commencement of each new demonstration, the subject is told that he is in complete command and that he does not have to proceed if he does not want to. His assent to the con-

tinuing on to the next demonstration is requested each time. He is told that he may awaken at any time that he desires. This gives an anxious subject the necessary support against his fears. The Authoritarian Approach, on the contrary, does not allow the subject to think that he is in control at any time. Any suggestion placed is to be given with complete assurance that the phenomenon desired will be successful.

Levitation Technic

This technic does not use relaxation or "sleep" until the subject has actually reached a trance state. It is optional as to the use of words expressing either relaxation or sleep, since once a trance has been achieved there is not much question of the subject awakening upon the use of the sleep word. This technic primarily stimulates the imagination of the subject, and it can be used either as a Permissive Approach or as a mild Authoritarian Approach.

The Levitation Technic has found considerable use by obstetricians who have had little or no time to condition the subject in a sitting position, the levitation easily can be achieved with the subject reclining.

> "Mrs. James, I want you to make yourself comfortable in this chair. Please pick out any point on the upper edge of the far wall and keep your eyes fixed on that point. As you gaze at that point, you will find that your eyes gradually will become tired. You will begin to feel a burning sensation and extreme fatigue of the eyes. Gradually your upper eyelids will grow heavier; you will begin to squint. Finally, your eyelids will close and remain closed. Now just gaze steadily at that point, and your eyes are beginning to grow tired. You can feel that tired sensation and a slight burning in your eyes. You will begin to squint and soon your eyelids will close by themselves. *(It may take up to five minutes for the eyelids to close. For this reason the subject is not asked to look directly overhead, as the neck muscles would get stiff before the eyelids closure would be reached, and the induction would be prevented. The operator need do very little talking during the process of eyelid closure.)* "Now that your eyelids are closed, I want you to concentrate your attention on your legs and arms. *(At the commencement of the induction the operator should see that the*

subject's hands are placed on the thighs of the subject and if sitting, that the feet are flat on the floor.) Just forget about the eyelids and concentrate on your hands, your arms and your legs. I want you to imagine your legs are like large tree stumps. They will appear to grow heavier and heavier and heavier. Soon they will be so heavy that it will seem impossible to raise them up off of the floor. You can just feel that heavy sensation flowing right up your legs from your feet. They are getting heavier and heavier and heavier. Now that heavy sensation is beginning to grow in your arms from your shoulders all the way down to your hands and your arms are getting heavier. They are going to become like heavy lead weights, so heavy that you could not lift them even if you tried. Now your hands are getting so heavy that they are pressing downward. Your hands are pressing downward as if to push right through your knees. Let them push, let them push hard as they get heavier and heavier and heavier. Your arms and hands are like heavy lead weights, so heavy that it would be too great an effort to lift them.

"In a few moments an amazing feeling will occur. When I count to three your hands and arms suddenly will grow extremely light. They will get light as feathers and even lighter. They will become lighter than air and will feel as if they were being drawn up in the air by balloons. Meanwhile, they are still as heavy as lead weights as you are pushing down through your legs. All right, one, two and three. They are lighter than air. They are lighter than air and they will begin to rise up off of your lap. They are growing lighter and lighter and lighter, and you can feel that light sensation. *(The amount of movement will depend upon the degree of suggestibility of the subject. It will be assumed here that we get no initial movement from the arms and hands other than relaxation so as to illustrate a fractionalized technic of obtaining movement.)*

"As your hands and arms grow lighter, and as you feel a pull from above on them, you will begin to feel movement in your arms and hands. The movement will be slight but you will be conscious of it. First, a finger or a thumb will move and then another. You may feel a stretching out movement as your fingers move. Gradually one finger will rise into the air and then another. Finally, all the fingers will be in the air and then your palm will rise up off of your leg into the air and then your entire arm will rise high into

the air. Even now you are beginning to feel that movement. I can see the forefinger on your right hand beginning to move. You can feel the movement there. See it is moving. Now the next finger is moving and the next. See, you can actually feel that movement. They seem to be moving by themselves, as they grow lighter and lighter and want to rise up into the air. All of your fingers are beginning to move and to stretch outward. Now you will feel your thumb going up into the air and part of the left side of your right palm. Now the right side of your right palm is going up into the air, and you are beginning to feel the same movement in your left hand. See, the fingers are beginning to move, and now the thumb and now the left hand is up into the air. Your arms are beginning to rise as they grow lighter and lighter and lighter. Now both of your arms are up into the air and your arms and hands are going higher and higher and higher.

"As your hands and arms go higher and higher, you are beginning to feel a pleasant warm sensation growing all over your body. You are beginning to feel pleasantly warm, and as you feel warmer you are beginning to get drowsy. Your head is getting tired. Your head is getting tired, and you are getting drowsy and your head is getting very, very heavy. Soon your head will get so heavy that you will be unable to hold it up. As your head falls forward to your chest, your arms and hands will fall into your lap and you will go into a sleep. You will be able to hear everything I say and will be completely aware of everything that goes on, but you will be asleep and you will not awaken until I awaken you. When I do awaken you, you will be completely refreshed and will feel fine. Now your head is getting very, very heavy and you are getting very, very drowsy. Your head is starting to move forward. Your head is so heavy you cannot keep it up. It is moving forward to your chest. Now that your head is falling forward your arms are falling down limply into your lap and you are asleep. You are deeply asleep. Now that you are asleep I am going to take you into a deeper sleep where you will become relaxed even more greatly then you are now. When I take you into this deep sleep you will find that you will be able to do things that you never before were able to do in your life. You will enjoy it greatly.

"I want you now to visualize in front of you an escalator going down. This escalator has ten steps and as it moves down I want

you, when I tell you to, to begin walking down with the escalator to the bottom. At the foot of the escalator you will see a large, soft easy-chair. As you begin to go down the escalator into even deeper sleep and relaxation, I want you to call out loud each step. When you reach the tenth and lowest step then you will fall into that soft easy-chair into the deepest sleep you have ever known. All right, you may begin going down the escalator as you count the steps out loud. One, two, three, four, five, six, seven, eight, nine, ten. Now fall completely relaxed into a deep, deep sleep. You are completely relaxed physically and I am now going to show you that you can relax your mind as well as your physical body.

"I want you to picture in front of you a calendar. This calendar will have each of the months of the year on a different page. The first month you can see is December, and underneath that page is November, then October and on backwards through the months of the year. When I tell you to, I want you to begin calling out loud each of the months of the year starting with the month of December. As you call off each month, I want you to mentally tear off that sheet of paper from the calendar and wipe the name of the month from your mind at the same time. When you get to the month of September, you will find that the next page is blank and all of the rest of the pages will be blank, and you will have wiped completely away from your mind the names of all the rest of the months. You will be unable to find any more months." *(Continue on with the suggested amnesia test as was illustrated with the Counting Technic, only using the months instead of numbers. Test for any specifically desired depth.)*

This technic is a very good one for subjects with strong imaginations, and it also works well with children. Where a subject expects to be hypnotized and wants more than relaxation talk, but yet where he will need more induction conditioning than with a rapid technic such as the Counting Technic, use of the Levitation Technic is indicated. It is a very good one for reaching the medium and somnambulistic trance states, but it does take longer and the operator must provide sufficient time for it. The average length of time for this technic is between five and ten minutes.

With some subjects, the hands and arms will seem to fly up into the air, but with many, a fractionalized technic as illustrated here is re-

quired. The difficult subject is unable to concentrate on both hands and arms rising up into the air at the same time, so it is necessary to concentrate his attention on a single finger in order to obtain movement. Where the subject is refractory, the operator might indicate that there will be a movement somewhere in the fingers or hands, and wait for such a movement to appear before localizing the attention of the subject onto that particular appendage. This prevents the embarrassment of the right hand moving when the left one is indicated, or vice versa.

Some subjects will feel that their hands are floating high into the air when actually they have never even left their laps. The operator should be very careful, therefore, before admitting a failure. He could thus phrase his concluding remarks about the hands and arms to the effect that the subject has been able to concentrate so well that he actually feels that they are high into the air even though actually, of course, they never left the subject's lap. Here again the operator turns a seeming obstacle to his advantage. The operator always informs the subject that the demonstration or lack of demonstration indicates that he is going deeper into the trance state.

With the medium trance state we are able to effect all of the senses of the individual with the exception of eyesight. After the obtaining of heaviness of the limbs, the corresponding lightness and heaviness of the head, the operator can with safety begin to suggest the sense of warmth which is a medium trance phenomenon.

The reason we are unable to affect the sense of sight with only a medium trance state is that the subject all his life has associated sleep with eyelids closure. When we tell a subject that he is asleep and then have him open his eyelids, this conditioned reflex probably will indicate to him that he has awakened from the trance, and he then actually will awaken. With somnambulism, the trance state is so much deeper, that with proper instructions, he will be able to open his eyelids and still remain in the trance. In other words we are then able to overcome this conditioned reflex.

Hand-clasp Technic

We now have studied technics for each of the four basic ap-

proaches to induction. The Hand-Clasp Technic is the most authoritarian technic to be illustrated. The suggestions given in this technic are suggestions which challenge the will power of the subject, and the failure of the subject to break each of the challenges in turn throws him much deeper into the trance state. This particular type of technic has seen widespread use by stage performers and will not find use by the physician or dentist very often. Its place in this volume is primarily for background material, as it does not fit in with the normal physician-patient or other professional relationship. This technic is similar in nature to the Negative Suggestions Technic in that it can be used with skeptical subjects.

"Mr. Henry, you say that you don't think you can be hypnotized because you are unable to concentrate enough on the suggestions. With your permission I would like to give you two tests to determine your ability to concentrate. The first test will involve the use of your eyes, but will have nothing to do with sleep. Please make yourself comfortable in the chair with your feet flat on the floor and your hands clasped together in your lap. The first test of suggestibility requires that you close your eyelids, but stay awake. With your eyelids closed I want you to attempt to look upwards at the top of your forehead. At all times keep your eyes looking upward with your eyelids closed and do not allow them to turn down. As you concentrate with your eyes looking up to the top of your forehead, I am going to begin counting to five. As I count upwards to five, your eyelids will get tighter and tighter and tighter. By the time I reach five you will find that your eyelids are stuck fast. They will be glued tightly shut and will seem as if your eyelids are just one piece of skin so that they cannot be opened. At the count of five I want you to try to open your eyelids, and you will find that no matter how hard you try they will not open. In fact, the harder you try the tighter they will get. Now remember, you will remain awake but your eyelids will remain stuck tightly together until I release them. All right, we will begin. Look up to the top of your forehead as your eyes begin to feel pressure from the upper eyelids. One. Your eyelids are getting tighter and tighter and tighter. You feel your upper eyelids pressing down. Two. They are getting tighter and tighter and tighter. You can feel them becoming fast. Three. Already they are so tight that even now if you tried you would find ex-

treme difficulty in opening them. Four. Now they are so tight that you could not open your eyelids. They are glued fast. They are completely glued together so that no matter how hard you tried you could not open them. In fact, the harder you try the tighter they will get. I am going to count up to five and when I do so I want you to try to open your eyelids and you will find that you are unable to do so. Five. They are stuck so tight that you cannot open your eyelids. No matter how hard you try you cannot open your eyelids. See, you cannot open your eyelids.

"Now I want you to forget about your eyelids. I want you to concentrate upon your hands. I am going to count up to five again. This time as I count, you will feel the sensation of your heart pumping blood down through your shoulders and upper arms to your forearms and finally to your fingers. As the blood goes into your fingers, you will have the sensation of them beginning to swell. Your fingers and hands will soon swell completely shut and you will be unable to pull them apart. When I count to five, I want you to try to pull your hands apart. You will find that you will be unable to do so. They will be stuck tightly together, so tight that no matter how hard you try to open them, they will just keep getting tighter. All right, now begin to feel the blood coming down through your arms and into your hands, and your fingers are beginning to swell. As your fingers begin to swell, push your hands tighter together. They are going to swell completely shut. One. They are getting tighter and tighter, and you can feel that sensation of blood going down through your arms and into your fingers as your fingers begin to swell. Two. Now, they are getting so tight that you would have extreme difficulty in pulling them apart already. In fact, they are getting so swollen that you are beginning to lose control of the muscles in your hands and your arms. Your hands and arms are beginning to feel dissociated from the rest of your body. There even is a numbing sensation beginning to grow. Three. Your hands are stuck so completely tight now that even if you tried to open them you couldn't. They are getting tighter and tighter and tighter. They are completely swollen shut and you are losing all control of the muscles in your hands and your arms. Four. They are getting tighter and tighter and tighter and now it is as if your hands have completely grown together. They are one unit. You could not even now pull your hands apart. They are

completely swollen shut. Now when I count up to five, you will try to pull your hands apart, but the harder you try the tighter they will get. Five. You cannot pull your hands apart. See, no matter how hard you try, they are just getting stuck tighter together. See, they are completely stuck together.

"Now forget about your hands. Forget completely about your hands because you are getting very tired. You are getting very, very drowsy and are going to go to sleep. Your head is getting very, very heavy. You can feel your head getting so heavy that it is going to fall forward. Your head is getting heavier and heavier and heavier as you go into a deep, deep sleep. As your head falls forward to your chest, you will be in a deep sleep, but you will be able to hear my voice. Now you are deeply asleep. You are deeply asleep. You cannot open your eyelids. They are stuck fast. You cannot pull your hands apart. They are stuck fast, and now your jaw muscles are getting rigid. You can feel the muscles in your jaw getting rigid so that you cannot open your mouth. You cannot open your mouth. No matter how hard you try you cannot open your mouth. The harder you try the stiffer the muscles become. You cannot even tell me your name. What is your name? See, you cannot even tell me your name because your jaw muscles are completely rigid. *(These suggestions should be given rapidly and forcefully.)*

"Now I am making your arm completely rigid as I stretch it in front of you. Your arm is so completely rigid that it is like a steel bar and you cannot bend it. See, it remains fixed in the air here and you cannot bend your arm. Now your other arm is being stretched out and it is stiff and rigid. It is like a steel bar and you cannot bend this arm. See, I can make any part of your body completely rigid and you cannot move that part of your body. Your eyelids are stuck fast. Your jaw is completely rigid and your arms are completely rigid out in front of you. When I count to three, you will relax all over into a sleep ten times as deep as you are now. You will not awaken until I awaken you, but when you do awaken you will feel wonderful, just as if you had had several hours of good sleep. You will hear everything I say but you cannot awaken. You will follow all of my commands. *(Test for desired depth.)*

This challenging or authoritarian type of technic differs greatly

from all the other technics, in that the demonstrations are given in rapid-fire order. The voice of the operator should be very domineering and powerful. At no time should the subject be allowed to break any of the challenges. If the operator were to let the subject work hard enough on a particular challenge, he would probable be able to break it. Therefore only give a few moments to the subject to attempt to break any challenge, and then immediately take his mind off of that challenge onto the next one. Each challenge, when unsuccessfully broken by the subject, immediately places him deeper into the trance state. It is suggested that before testing for somnambulism with this technic, the operator should first test for the medium trance state with automatic movements and suggested amnesia.

The question naturally arises in the mind of the reader as to how to keep the subject from breaking the first challenge. We recognize from the principles already elucidated that if we can get the subject to accept one challenge, then the next suggestion will be more readily accepted. Therefore, the problem is to give the subject a challenge at the commencement of the induction procedure which he cannot break. If this technic is to be attempted in the office of the operator, rather than on a stage where the increased emotion and expectancy of the subject brings about a greater degree of suggestibility, the operator can resort to trickery. The reason the subject is required to look up to the top of his forehead is that as long as the eyes are so turned upward, it is almost a physical impossibility to open the eyelids. Of course, the subject is unaware of this physical fact and when he attempts to open his eyelids, he finds that he cannot do so and he assumes that it is because of the suggestions of the operator. This immediately places him into a trance state, even though he had been told in the beginning that he was to be tested for "concentration."

The test of the hand-clasp challenge is one that can be used on many subjects with their eyelids wide open and before they have been inducted into the trance. For this reason it is used here to help in solidifying the trance state achieved with the eyelids closure. By the time the subject is unable to break these first two challenges, regardless of his skepticism about going into a hypnotic sleep, the

groundwork has been laid and he will enter the "sleep" trance. To prove to him that he is actually asleep, we use the rigid jaw test. There is no better proof to the skeptical subject that he is truly hypnotized as when he tries to open his jaw to tell you his name, and finds that he cannot do so. Many unusual reactions on the part of the subject do appear here, from laughing to crying, all of the time with the subject being unable to open his jaw. This procedure is generally called "pyramiding the challenges" and is very similar to pyramiding suggestions as will be illustrated in Chapter Seven on deepening the trance.

Confusion Technic

With the Hand-clasp Technic we discussed the use of rapid-fire suggestions. With each suggestion the subject was dared to break the challenge and after a few moments of attempting to break the challenge, a new challenge was presented to him. The same rapid-fire method is used with the Confusion Technic, except that challenges are not used. Instead of waiting for the subject to perform a directed suggestion, or a phenomenon to be achieved, a new suggestion is given before the first one can be completed. What the operator is really doing here is restricting the subject's field of consciousness by a bafflement or confusion of the individual rather than by eye fatigue, monotonous suggestions, misdirected attention or trickery as has been used with the respective technics already illustrated. After the individual has been sufficiently confused as to what the operator is attempting to do, passivity of the consciousness is achieved, and then the pre-designed suggestion may be placed, which will then be accepted. After being sufficiently befuddled as to what the operator wants the subject to do, the subject will be ready to accept any positive suggestion which could be followed. It is hoped the confusion of the following Confusion Technic will not also befuddle the reader.

> "Now, Mr. Jones, I would like to conduct some movement experiments with you. I would like for you to close your eyelids and follow my instructions. First I want you to concentrate on your right hand which is on your lap. That hand will soon begin to move upward into the air. You will begin to feel a pulling

sensation in that right hand. See that left hand is beginning to move already. Now your right ear will grow heavier and your head will start leaning over to the right side as your right hand begins to move upward into the air and you feel a heavy sensation growing in your left leg. See how your left leg is growing heavier and heavier and your right leg is now considerably lighter and your head has now become very heavy on the right side. Feel your head growing heavier and heavier as your left ear pulls it downward. Your right hand should not be able to be moving right now. You should not be able to move your right hand at all and now both hands are pressing downward. Both hands are pressing downward, and you feel that sensation of heaviness in your right leg. Your head has grown very, very light and it keeps feeling lighter and lighter. Your left hand should be moving over to your right knee and your left hand is pressing downward onto your left thigh. *(The foregoing suggestions are all considerably abbreviated. They are presented in the fashion above in order to give the reader a good idea of the various types of movement that could be suggested and the manner in which the confusion can arise. Actually, sufficient time should be presented with each suggestion to get the beginnings of acceptance of that suggestion. The switch to the contradictory suggestion should be so made as not to make it apparent to the subject that the operator is consciously doing it. It should appear to be a mistake or slip of tongue of the operator. The subject then will attempt to accommodate himself to the operator's mistake and thus unknowingly establish the pattern of following all the instructions.)*

"Now your eyelids are growing heavier and heavier and heavier. You can feel your eyelids pressing down tighter and tighter and now they are stuck together. They are stuck so fast that you cannot open your eyelids. See, you cannot open your eyelids. *(This is the pre-determined induction suggestion which the operator wants to effectuate.)*

The use of this Confusion Technic will bring a considerable number of various reactions upon the part of the subject. At all times the operator must be able to think on his feet and to think ahead of the subject. He constantly must keep the subject in confusion as to what he actually wants to achieve until the suggestion of eyelids closure is given, at which time the subject should be so

confused and mentally fatigued that he will be willing to grasp on to any suggestion that he can accept.

Slow Confusion Technic

Where the operator does not desire to give rapid-fire suggestions as in the foregoing technic, the Slow Confusion Technic can be adopted, as it uses the vocal cooperation of the subject to aid in the confusion, and requires less varied contradictory suggestions on the part of the operator.

While giving the contradictory suggestions to the subject, the operator should have the subject counting out loud, such as counting backwards from fifty or counting monotonously "one, two, three, four, five, four, three, two, one," or some other similar act. The subject will soon find that he cannot keep on counting and following the instructions of the operator at the same time. Confusion will set in and the pre-designed suggestion may then be given for acceptance.

Somnambulism Tests

We have not yet discussed the tests for determining when the subject has reached the somnambulistic trance state. The three best tests for somnambulism are the production of a visual hallucination, the following of a post-hypnotic suggestion and the achieving of post-hypnotic amnesia.

After the subject has been successfully tested for the deeper part of the medium trance state he may be tested for somnambulism. Where technics are used which are primarily directed toward the light or medium trance state, such as the Rapid Induction Technic, the Autosuggestion Technic and the Counting Technic, it is suggested that the trance first be deepened by using one or more of the ten technics for deepening the trance before testing for somnambulism. (These technics are detailed in the next chapter.) Failure to achieve hallucination might immediately awaken the subject and it is worth while to take the extra time to give the subject one or more of the deepening trance technics.

Hallucination Test

"Now, Mr. Jones, you see you are completely relaxed, both

physically and mentally, and I am going to show you some of the amazing things you can do while in this deep trance state. These are things that you could never do anytime before in your life, and they are wonderful. First of all, in a moment I am going to have you begin counting to five. When you count to five you will find that you can open your eyelids, but you will not awaken. Remember you will be able to open your eyelids, but will not awaken. You will be able to see. In fact, you will have vision much better than you ever had before in your life. After you open your eyelids you will see on the table in front of you a magazine. *(Place any magazine on a table in front of the subject, or even on the floor, if necessary.)* You will pick this magazine up and turn to page fifteen. On page fifteen you will see a portrait of yourself. You will see this portrait clearly and distinctly. It will be in a frame and you will be able to describe, when requested, everything you see. When you see your portrait, you will then close the magazine and replace it on the table. You will then lean back in your chair, close your eyelids and go into a sleep twenty times as deep as you are now. All right, Mr. Jones, you may now begin counting out loud to five." *(If the subject is able to hallucinate easily, he will follow all the instructions.)*

This test is a very good one to use. It may be performed while the subject is still in the trance. A successful demonstration will indicate that the subject is in at least the lighter stages of the somnambulistic trance state. You will notice that an illusion is being suggested here rather than a pure hallucination. To purely hallucinate the sense of sight of the individual, he would have to imagine the magazine instead of picking up one that had been placed in front of him. To test for a deeper trance state then, the subject may be requested to pick up an imaginary magazine. In addition to testing for the hallucination of the vision of the individual, his sense of touch would also have to be hallucinated, as he also would have to imagine feeling the magazine.

It is very important to be very specific in instructing the subject that he will not awaken upon opening the eyelids. It can be suggested that upon opening the eyelids, the subject would go deeper into sleep.

In order to determine the success of this demonstration, two fac-

tors are important. First, the manner in which the subject performs the given activity is very important. Upon opening his eyelids, the subject normally will remain for a few moments with a fixed downward stare. He will then slowly look forward to wherever the magazine is located and will lean forward and pick it up. Many times a subject will look at the given page and not see anything. Then as his eyes determine that he has reached the assigned page, the portrait will suddenly materialize. Be sure to choose a page which has the page number printed on it or confusion will set in. After viewing this type of activity several times with different subjects, the operator will have no difficulty determining how well the suggestion is being followed.

Second, after the eyelids are closed, the subject should then be interrogated as to what he saw. With some subjects it may take two, three, four or even more attempts in order to obtain the illusion.

Many other hallucinations can be used, such as placing an ashtray in front of the subject and telling him it is a white cat, or the like.

The testing for post-hypnotic activity or post-hypnotic amnesia has the disadvantage of the operator having to wait until the subject has been awakened from the trance in order to determine the depth of the trance achieved. After the subject awakens and the test is unsuccessful, it may be difficult to place the subject back into the trance. Whereas, with the test for hallucinations, if the hallucination is not successful, the operator can quickly go back into a process of deepening the trance state in order to obtain a successful test.

Some examples of tests for acceptance of post-hypnotic suggestions are:

1. Subject to fall back into the trance in five minutes.
2. Subject to speak a particular saying on leaving the office.
3. Subject to come back for another appointment at a designated time.
4. Subject to become thirsty in three minutes.
5. Subject to pay his bill at a particular time.

In testing for amnesia be sure that enough activities have been performed by the subject so that you will be able to determine the extent of the amnesia. Upon awakening the subject be careful not

to lead the subject with your questioning. Any hint may allow the subject to imagine what occurred, even though he has no recall. Amnesia may occur in three ways. First, the operator can suggest to the subject that upon awaking the subject will remember nothing of the events of the trance. Second, a test for a deeper state is the testing for spontaneous post-hypnotic amnesia. Here the operator does not make the suggestion of amnesia, but he questions the subject after termination of the trance to determine what the subject remembers. Finally, the test for the best amnesia is the questioning of the subject while he is still in the trance to determine if he has spontaneously forgotten any of the preceding trance activities.

The various other phenomena which can be obtained in the somnambulistic trance state will be illustrated in the latter chapters of this volume.

Anxiety in the Subject

At this point we should take up the matter of apparent anxiety in the subject. There is no doubt that in most first attempt inductions considerable anxiety is evident. Some of the signs of conflict or anxiety are excessive perspiration, deep breathing, trembling and hand and arm movements. If this anxiety is not controlled, the induction may fail or the proper depth of trance may not be obtainable. There are many technics for combatting this anxiety.

The first technic is the general discussion between the operator and the subject, while the subject is in the trance, as to what is causing the anxiety. The operator should attempt to take away all of the fears of the subject and should give him confidence by explaining the procedures to be used and the phenomena to be reached.

A second technic is the fractionalized relaxation of the individual. If necessary the operator should interrupt the trance induction and relax parts of the subject's body one at a time until the subject has obtained complete relaxation. The relaxation thus obtained can be given over to the control of the subject.

An autosuggestive technic can be used. The subject should be told that by saying out loud a letter of the Greek alphabet, as for

example "Delta," he will immediately relax into the same relaxed condition as you have now placed him. Anytime he feels that anxiety swelling up within him, he should immediately interrupt your procedure and say out loud the word "Delta." The use of the catalystic word should then be practiced by him before going further. After he has obtained confidence in its usage, the operator may continue on with the induction.

Another technic found to be extremely useful is the regression of the individual when anxiety appears. Some subjects who are somnambulistic and who know that they are able to reach a deep state, may have fears because of this. This anxiety may be shown even by a refusal on their part to cooperate in a counting technic or any technic which requires activity on their part. If, for example, a subject should hesitate on the fifth step of the escalator and show signs of anxiety, the operator might quickly suggest that the subject is now going to be regressed in time to a week earlier or three weeks earlier or even ten years earlier to a more pleasant time. When the subject has been regressed to a proper time when anxiety should not be expected to appear, the operator may continue on with any procedure desired.

A technic of giving the subject complete assurance that he has control of the trance and will not do anything or say anything which he does not desire, is achieved by giving him a catalystic method of awakening from the trance at any time he should so desire. The autosuggested word "Gamma," for example, might be used. As long as the subject knows that he has this tool within his grasp to be used at anytime, the tension should be alleviated sufficiently to enable him gradually to go deeper into the trance.

Advantages of the Somnambulistic Trance State

There is no doubt that the somnambulistic trance state has great advantages over the light and medium trance states because of its depth. Actually, though, probably ninety per cent of all office patients for the physician or dentist can be successfully treated during the use of the light or medium trance states. It is with the remaining ten per cent, that somnambulism is needed. Somnambulism in the medical field is used primarily for the alleviation of pain

of major surgery, for delivery and for use in hypnoanalysis. Although hypnosis is not to be considered as a panacea, it has in many cases of major surgery completely alleviated the pain without the use of chemicals. The fact that in most cases chemicals are also needed should not throw hypnosis into disuse.

SEVEN

Deepening the Trance

A MOST COMMON MISTAKE OF THE INEXPERIENCED OPERATOR IS THAT AFTER INDUCTING TO the light trance state, he expects the subject to be able to achieve any of the phenomena that could be achieved by a deeply hypnotized person. He does not take time to determine what depth has already been reached by the subject or use any technic to deepen the trance. Almost anyone can hypnotize any other person—it is no trick. Perhaps the inexperienced hypnotizer might need to take a half hour or so to accomplish the task, as many experienced operators still require it today, but the result is the same. The technics for deepening the trance, once obtained, though, are little known and their use marks the experienced operator.

Repeating the Induction Technic

One of the simplest ways by which a subject can be led into a deeper trance, is by merely repeating the activities already suggested. Thus with the eyelids relaxation suggestion in the Rapid Induction Technic, if the subject is able to open his eyelids when he tests for relaxation, this test is repeated until the subject is able to perform successfully. If the test for eyelids dissociation is successful, but the test for catalepsy of the arm is a failure, then again the operator can begin with eyelids dissociation to repeat the activities suggested.

Before repeating any test which met with failure on the first attempt, the subject should always be told that he has done very well for his first attempt, and suggestions should be given that each time he performs the given test, he will be able to better master it. By now the reader should be well aware of the fact that every word uttered by the operator can tend to either increase the suggestibility of the subject or to decrease the suggestibility. Tone and inflection are extremely important. The induction into the trance is a continuous building-up process by which the confidence of the subject in the operator is gradually increased.

Where the subject is a difficult one to bring deeper into the trance, but where preceding tests have met with success, the operator may conduct the same tests over again except with the opposite part of the body. Where the right hand and arm have been used to obtain muscular catalepsy, the operator may then commence with the left arm and hand. He may then proceed to catalepsy of a leg, if desired. The value of repeating the induction technic is that suggestions can be kept within the range of the light trance phenomena. Where the operator wants to use an activity such as structuring trance visions, he first would have to obtain a medium trance depth in order to be able to obtain the vision. With a subject who has reached only a light trance state, muscular catalepsy and simple anesthesia can be continually repeated until the subject has built up enough confidence to proceed into a new trance state.

Pyramiding the Suggestions Technic

By pyramiding the suggestions it is meant that the subject is given as many suggestions as possible which will require simple movements on his part, in order to accustom him to accepting the routine suggestions of the technic to be used for induction. Where, for example, a subject is unable to obtain muscular catalepsy, the operator should then attempt to pyramid the suggestions by requesting the subject to raise and lower the arms, to move the head, to move the legs, to open the jaw and so on. With each movement simply followed by the subject, the subject should be told that he is doing very well in following your suggestions. When the subject

has been sufficiently indoctrinated, then the test for muscular catalepsy may be repeated.

Pyramiding the suggestions is a very valuable method where first induction anxiety arises. As the subject determines that nothing harmful or painful is going to occur to him as he raises and lowers his arms and does other meaningless acts, his fears subside, and he is then willing to accept the more pointed suggestions.

Fractionalized Relaxation Technic

Where the operator is unable to obtain good relaxation following muscular catalepsy tests and use of the Repeating the Induction Technic and the Pyramiding the Suggestions Technic, a fractionalized technic is often successful. The subject is directed to relax small muscle groups at a time until the subject obtains good general relaxation.

> "Now, Mrs. Doe, you have done very well in making your arm so rigid that you couldn't bend it. But you still have to learn how to better relax the arm afterward. As I lift your arm, I want you to relax your hand. That's right, make it loose and flexible. Now relax your arm. Make it a dead weight on my hands. *(Remove your support of the arm to observe its fall.)* That's better. Now lets do it again, and you will be able to relax your arm twice as much. Make your arm a dead weight. Let me have all of your arm. *(Remove support of arm.)* That's wonderful. Now, we will relax your other arm in the same way.
>
> "With both of your arms completely relaxed, you may now relax your legs. One at a time slowly lift each arm from your side and let each fall limply on your knees. As your hands fall onto your knees you will feel that relaxation flow right into your legs. All right, begin.
>
> "If you repeat this procedure with both arms simultaneously you will find your head and shoulders will become completely relaxed. All right, begin." *(Test for anesthesia.)*

Subsequent Reinduction Technic

As has been mentioned, with first induction anxiety the fears subside when the subject is able to understand and to achieve the acceptance of simple suggestions. With some individuals this un-

derstanding cannot be achieved in a single session. Sometimes a day or a week is necessary between sittings for the subject's trepidity to disappear sufficiently for a trance to be achieved.

There seems to be no disagreement among authorities that normally a subject can be brought deeper into the trance at subsequent attempts. Unfortunately, this was the only technic known to many of the older authorities for deepening the trance state, and their lack of knowledge about the other technics outlined here caused much time to be wasted in inducing the subject to the desired depth.

Challenge Technic

The Authoritarian Approach is the basis for the Hand-clasp Technic of challenges which, as has been suggested, is not normally an acceptable approach for professional office practice. Yet the use of challenges can be incorporated with any of the other induction technics where it is desired to aid in deepening the trance without a disruption of the normal professional relationship. With the Hand-clasp Technic the challenges are commenced from the very beginning of the induction, thus giving an impression of dominance by the operator to the subject. The challenges are given with a strong voice and in rapid-fire succession.

In contrast, where challenges are to be used to aid a non-challenge induction technic, they should be used only after the initial trance depth has been reached and the subject has already built up his confidence in the operator. The operator may then explain that the subject will go deeper into the trance because the operator so desires it. To prove to the subject that when the operator says so he will go deeper into the trance, the operator may then present some test challenges to indicate his omnipotence at that stage of the game. In order not to disrupt this professional relationship the challenges in this technic should be given very slowly as contrasted to the rapid-fire method.

Contradictory Suggestions Technic

We have already seen that by contradictory suggestions we can promote confusion and this confusion is the basis of an induction technic. In addition to using this technic for an initial induction, it is very good for further deepening a trance.

Where, for example, the subject has already reached somnambulism, but is unable to obtain the phenomenon of regression, the operator should begin with simple confusion as to present and recent dates and times, similar to the manner in which suggested amnesia is obtained. Once the subject is sufficiently disorientated, his resistance as to regressing backwards in time can be overcome.

Structuring Trance Visions Technic

The preceding technics can be used to deepen a trance from any state. Once the subject has reached the medium trance state, we can use the new phenomena achievable with the medium trance state to advantage in further deepening the trance.

The ability to obtain trance visions with the eyelids closed is a distinguishing feature of the medium trance state. In the Levitation Technic an illustration of the use of trance visions has been already presented (the escalator). Down to the medium trance state the subject has been made aware of his acceptance of the suggestions primarily through his sense of feeling. He feels when he obtains muscular catalepsy and he feels when he obtains simple anesthesia. With the advent of the trance visions, he is able to more fully use his imagination by visualizing the processes. When he proceeds down the escalator, for example, and falls onto the soft chair, he not only is able to feel himself become more relaxed, but also actually to "see" himself become more relaxed. An advantage of this technic of deepening the trance is that each time a different vision can be used. There is a much greater range of interest to be achieved with a trance vision than with obtaining muscular catalepsy.

A feature of this technic is that the operator can sense how well the subject is going down deeper into the trance by the voice volume used by the subject as he calls off the various steps or levels. The procedure of allowing the subject to call off the steps or levels is also advantageous because it gives the subject a greater sense of control over the trance. Of course, the operator can suggest the levels reached, if he wants more fully to control the subject or to speed up the process. Many subjects are extremely slow in bringing themselves down deeper if they are not prompted. With

certain subjects it is extremely difficult to determine accurately the depth reached. This is especially true with somnambules who have a wide range of somnambulistic activity. Where a subject enters the somnambulistic trance by the use of a catalystic method such as autosuggestion or a post-hypnotic suggestion, the operator wants to know the depth reached without having to make considerable number of tests.

The subject may be taught to determine the depth of the trance. He may be told to visualize himself in a mine shaft elevator, for example, going down one hundred levels of relaxation. The subject is then requested to indicate which level of relaxation or sleep he has reached. If the subject has not reached the required depth, he may be told to use trance visions to take himself further down, such as by his lowering the elevator.

Structuring Trance Fantasies Technic

Another excellent method to deepen the medium trance is the use of fantasies. With a trance *vision* the subject is told, for example, that he is going down the escalator into a deeper trance state. With the use of the trance *fantasy* the subject is allowed to imagine himself at a prior fantasied time during which he was able to enter into a deeper trance state. He is allowed to fantasy himself going through the various phenomena of somnambulism. At the completion of the fantasied scene the subject is told that he is being brought forward in time. He is then requested to repeat the phenomena of the fantasy, as if they actually occurred. Sometimes the results with this technic are astounding.

Projection into the Future Technic

Here too a fantasy can be used to deepen the medium trance. The subject is given a fantasy of the future. In this fantasy he imagines himself in your office a week from the present time and he is requested to remember back to the induction technics of the present and to criticize them. In this manner the operator can determine what seemingly minor acts or suggestions or the like in the attempts to deepen the trance had a detrimental effect.

Compounding the Suggestions Technic

Once the subject has reached somnambulism a very good technic for deepening the trance further is the use of eyelids open procedures. Just as the use of the trance visions allows the imagination to come into play more effectively with the combination of "seeing" and feeling, so too the ability to see with the eyelids open while feeling the phenomena of the trance has a great effect upon the subject. We have seen the use of this technic with the autosuggestion learning process. After the subject has reached somnambulism, though, much more can be done with the eyelids open than merely the obtaining of simple anesthesia. With each new phenomenon visually demonstrated to the subject he will go deeper into the somnambulistic trance state.

In opening the eyelids of the subject the operator must be cautious that the opening of the eyelids does not awaken the subject. It should be stated that the opening of the eyelids will deepen the trance and that although the subject will be able to see, he will not awaken.

The following example will attempt to illustrate the use of most of the foregoing technics with one subject at one sitting. It will be a rare subject, indeed, which will require the use of all of these technics as shown here. If the operator will take the time to use at least two of these technics added onto an induction technic, it is expected that he should be able to double his rate of induction into somnambulism.

Deeper Induction Technics-Example

(Commence with pre-induction relaxation).

"Mrs. Jones, would you like to learn how to relax further? Fine. *(Hand-shake.)* I am going to place my hand here in front of your eyes and I want you to direct your gaze at my little finger. In just a few moments I am going to begin to lower my hand and as the hand lowers I want you to keep your eyes fixed on that little finger as it drops all the way down. Keep your head erect as your eyes follow that little finger and you will notice that there will be a strong pull on your upper eyelids. When the hand falls all the way down your eyelids should close. When your eyelids close, please keep them closed. All right, let's begin. *(Lower*

hand.) Let your eyelids close completely. That's fine. You're doing very well, Mrs. Jones. Now with your eyelids closed, I want you to relax your eyelids completely. If you relax your eyelids completely, you'll find that you will not be able to open your eyelids. In a moment I shall have you test your eyelids. If you have relaxed your eyelids completely, you will find that when you try to open them they will not open. Then you'll know that you have completely relaxed them. All right, relax your eyelids completely, and now test them. (Eyelids happen to open.) You did very well that time, Mrs. Jones, but you didn't quite relax them completely. I want you to relax them even more this time, and you will find that this time you will be able to do much better than before. All right, let's begin again. *(Repeat eyelids closure procedure.)*

"See, Mrs. Jones, this time you have been able to do much better and your eyelids are so completely relaxed that you cannot open them. Now let me show you some wonderful things that you can do when you are completely relaxed. *(Pick up arm.)* I want you to stretch this arm out as hard and as far as it will go. As you stretch the arm out you are going to notice that your arm muscles will become stiffer and stiffer until they finally become completely rigid. Soon your arm will be so rigid that it will be as if it is a steel bar without any joints in it at all. You are able to do this because you have relaxed the rest of your body so well. Now your arm is so stiff and rigid it is just like a steel bar and even if you try to bend it, you will find that it will not bend. In fact, the harder that you try to bend it, the stiffer it will get. (Subject is able to bend the arm.) See you have considerable difficulty in bending the arm. You are just able to crook the arm a little bit because you are able to make the muscles so stiff and rigid. You are doing very well, Mrs. Jones. Now, you are going to be able to do even better than you did before. I want you to extend your right forefinger out stiffly. Make that finger as rigid as possible. It is getting so rigid that it is like a metal pencil and it will have no joints in it at all. When you go to bend that finger, it just won't bend. It is so stiff and rigid now that you cannot bend it. See you cannot bend that finger and you are doing better all the time. Now when I relax that finger your whole body will become four times as relaxed as it is right now. All right, relax, and feel that in-

creased relaxation surge throughout your body. (Arm falls onto lap instead of to subject's side when released.)

"You have been able to relax very well so far, Mrs. Jones, and have been able to do a very good job of making your muscles stiff and rigid. Now I want to show you how to relax even further. When I tell you to, I want you to slowly lift your right arm off of your lap into the air and then let it drop to your side. When the arm drops to your side, you will feel a considerable amount of relaxation extending throughout the entire arm. All right, relax the arm. I want you to repeat this same process with your other arm and you will find that it will relax thoroughly too. That's fine. This time when I tell you to I want you to slowly lift your right arm high into the air and let it fall onto your right knee. The moment your hand touches your knee you will feel that same surge of relaxation go right down through the knee and all the way down through your leg. Your leg will become twice as relaxed as it is now. All right, begin. That's fine. Your leg is much more relaxed. Now repeat that same procedure with your left arm. Very good. This time I want you to raise both hands into the air and let them fall at the same time to your sides. When they fall down completely you will feel a surge of relaxation going throughout your entire body. This time you will relax ten times as much as you are relaxed right now, and then I shall show you some more wonderful things that you can do when you are completely relaxed. All right, begin. *(If, for example, the subject should open her eyelids at this point, the operator should tell her how wonderful she has been able to relax. Then by the use of the Repeating the Induction Technic, start at the beginning.)*

"Mrs. Jones, you have relaxed so much more I am going to show you that your left arm now can become much more stiff and rigid than your right arm was before. *(Stretch out the arm.)* Now, this arm is completely stiff and rigid and I am now going to make it just like a steel bar. As I lightly touch your arm from your shoulder down to your tips of your fingers you will feel that arm turning into a steel bar, so stiff and rigid that you will be unable to make any movement in it whatsoever. The harder you try to bend it the stiffer it will get. It is so stiff and rigid you cannot bend the arm. See, you cannot bend it. You are coming along fine. When I count to three that arm will relax completely and

your entire body will become even more relaxed than it is now. All right, one, two, and three. (Arm falls limply to subject's side.)

"See, Mrs. Jones, you were able to do much better that time. I am going to show you something really amazing. I am going to apply a liquid on the back of your left hand. As soon as you feel the cool sensation of this liquid that hand will become completely numb. *(Apply the alcohol.)* All right, you can feel the cool sensation as your hand is becoming completely numb. All that you will be able to feel in this area is a slight pressure and nothing more. *(Apply the needle.* Subject jumps.) Oh, I see you felt something there, Mrs. Jones. I forgot to tell you that this is a new topical anesthesia which just came out on the market. It is amazing because of the degree of numbness that is obtained by it, but it is so new that I forgot that it takes about five seconds for that numbness to penetrate all the way through the hand. I will now apply a little more of this topical anesthesia, and when I count to five your hand will become completely numb. One, two, three, four and five. Your hand now is completely numb and all you will feel is a slight pressure. *(Apply the needle.)* See, you feel nothing but pressure. Your hand is completely numb. Would you like to learn how to produce this numbness yourself? *(Teach autosuggestion.)*

(Produce automatic movement.) "Mrs. Jones, by rotating your arms you're able to bring yourself into an even greater degree of relaxation. Now that you have obtained this wonderful physical relaxation, I am going to show you how you can relax mentally too. I want you to picture in front of you a blackboard and on this blackboard I want you to see the numbers starting with one hundred and going backwards. That is, 100, 99, 98, 97, and on down. When I tell you to, I want you to begin counting out loud from 100 backwards. Each time you call off a number I want you to mentally erase it from the blackboard and wipe it completely out of your mind. When you get to the number 97, you will erase all the rest of the numbers away so that you will be unable to see or find another number. Your mind will be come completely blank. All right, you may begin counting out loud the numbers. '100, 99, 98.' No, Mrs. Jones, you are going too rapidly. I want you to take more time with this. I don't want you to go to the next number until you are completely certain that you have erased away the number you have just called out. Will you do that?

Fine. You may begin again. '100.' Now erase it off the board completely and out of your mind. '99.' And erase it away completely. '98.' '97.' And now erase all the numbers away so that you cannot find another number. They are all completely gone and you cannot find another number, can you? '96.' You had a very difficult time finding that 96. Erase it away completely, more so than number 97 and make sure that the blackboard is a complete blank and that your mind is a complete blank. Now you cannot find any more numbers. The harder you try to find a number, the blanker your mind will become. They are completely gone. You cannot think of another number, can you . . . '95.' That's fine, Mrs. Jones, you see how difficult it was for you to find that 95. You are gradually relaxing your mind more so than before.

"This time I want you to go through the entire process again, and you will do much better this time. Only when you get to number 97, I am going to show you a little trick that you can use. You will find that you will be able to erase away successfully all the rest of the numbers. When you call off number 97 and as you mentally erase the rest of the numbers off of the blackboard I want you to take your right hand and slowly rub it across your forehead. As your hand rubs across your forehead you will find that every number completely disappears and that no matter how hard you try you will not be able to find another number. In fact, as you rub your hand across your forehead, instead of seeing numbers, all you will see will be question marks. All right, you may begin again very slowly. (Subject repeats procedure successfully.)

"You are really doing wonderfully well, Mrs. Jones. Because you have done so well, I am going to let you take yourself into a depth of much greater relaxation. This depth of relaxation will be so great that at any time you ever need any medical or dental procedure, you will want to bring yourself into the same relaxed state. The relaxation will be so great that all your worries will be left behind you and nothing will bother you. I want you to visualize yourself in a elevator. This is the elevator to the greatest depth of relaxation. This elevator goes down four levels, A, B, C and D. Each level is a greater depth of relaxation and good feeling. D level is, for example, the level where mothers go to deliver their babies without any discomfort of any kind. It is the level you will want to reach anytime you need any medical or dental

procedure, without discomfort. I want you to take yourself down to level D. You may move the elevator as slowly as you desire. As you reach each level, please say out loud what level you have reached. If you get to the point where you don't want to speak, just lift your right thumb, and I shall know that you have reached the next level. All right, now visualize yourself in the elevator going down four levels of relaxation. Begin. 'A . . . B.' (Thumb movement and then another thumb movement.) You see how wonderful you now feel as you have reached this great depth of physical relaxation.

"Now that you are so completely relaxed, I want to show you some really astounding things that you can do. Acts that you could never hope to do before are now with in your reach because you have learned how to relax so completely. When I tell you to I want you to begin counting to five. *(Counting builds up the sense of expectancy.)* When you reach the count of five, you will find that you can open your eyelids. You will not awaken from this relaxed condition that you are now in, but you will be able to open your eyelids and you will see. When you open your eyelids, you will see on the table in front of you a mirror. I want you to lean forward and pick up that mirror. In the mirror you will see two kittens playing with a spool of thread. As soon as you see the kittens and the spool of thread, I want you to set the mirror back on the table and lean back in your seat, close your eyelids and go even more deeply into relaxation. All right, you may begin. 'One, two, three, four, five.' (Subject picks up mirror and continues to stare at it without apparently seeing the kittens.) All right, now close your eyelids and tell me what you saw. 'It was all hazy. I couldn't see the kittens.' You did very well seeing the haziness, which indicates a very good first try. I am going to show you how your vision will become even better, and you will see much more of the kittens this time. I want you to take your right hand and gently rub it across both of your eyelids. This time when you open your eyelids you will be able to see much more in the mirror. All right, you may open your eyelids and see the kittens. Close the eyelids and tell me what you saw. 'It was still very hazy; I could just barely see the outlines.' *(Repeat this procedure several more times. If complete hallucination still does not appear, you may proceed as follows:)*

"You did very well so far, Mrs. Jones. Because you have done

so well, and have been able to visualize quite a bit, I am going to let you visualize something else. I want you to picture yourself in my office three weeks ago. I want you to picture yourself going into deep relaxation as you are now. Only three weeks ago you went into this deep relaxation and you were able to do much more than you were able to do today. I want you to visualize yourself being able to see the kittens in the mirror as you did three weeks ago. Just see yourself sitting in my office three weeks ago and opening your eyelids, looking into the mirror, and seeing distinctly the kittens. Now, I want you to tell me what you see.

"I see a black and white kitten and an all white kitten playing with a red spool of thread.' Do you see anything else? 'Yes, the spool of thread is rolling along the table and knocks over a glass of milk. The kittens jump off of the table and run out of the room.' Very good. You see, three weeks ago you were able to see the kittens. In a moment I am going to let you once again open your eyelids, and this time when you open your eyelids, you will see distinctly the kittens just as well as you did three weeks ago. All right, you may open your eyes. Look at the kittens. (Subject looks at the mirror and closes her eyelids.) What did you see this time? 'I saw the kittens again, and the spilt milk. This time the mother cat came in and carried the kittens out of the room.'

"You did so very well for the last vision, that I am going to let you have another vision. This time I want you to visualize yourself in my office at your next visit. At that next visit you will be able to remember exactly what went on here, and will be fully aware of everything we did. In fact, your memory will be so good that you will be able to tell me what you liked about going into this relaxed condition and also how you think that you can best go into this deeply relaxed condition. All right, you are in my office three weeks from now, and you can tell me how you best can go into the trance. 'I felt so wonderful and relaxed. When I got down to level C, I felt too relaxed to even talk. I tried hard to see the kittens, but could not. A light behind my head kept shining into the mirror and all I could see was a haze.' Thank you, Mrs. Jones, I see why you had difficulty in finally seeing the kittens and I will be careful to watch out for bright lights behind you in the future."

We have now seen how some of the various technics for deepening the trance can be integrated with an induction technic. No trance induction is like another, so the operator must be prepared for the unusual. The light shining into the mirror is just one example of little things that can be detrimental to the trance induction. A dentist in one of the author's classes thought that he had a young boy in somnambulism, because the boy was able to hallucinate seeing a bird on the window sill. To show the boy's mother what success the dentist had achieved, he told the boy in the mother's presence that at twelve o'clock noon the boy would return from the waiting room, where there was a clock, to the dentist's office to thank him for filling the tooth. After twelve-thirty had arrived and past, the dentist began to become quite embarrassed. A thought suddenly occured to him. He walked to the waiting room and asked the boy if he could tell time. The boy answered that he couldn't. Whereupon, the dentist told him that it was twelve o'clock. The boy then stood up, walked with the dentist into the office and thanked him.

Sometimes a very disrupting incident will be the breaking out by the patient into fits of laughter, which is most disconcerting to the operator. The laughter may be occasioned by the subject wanting to break a suggestion, but being quite aware that he cannot. Some subjects will have considerable tearing of the eyes, as if they forgot to shut off the faucet. On rare occasions, a subject may even go into hysterics. This usually will not occur except in cases of hypnoanalysis, where the operator is proceeding more rapidly than the ego of the subject is able to absorb the material produced.

In summary, no matter what technic is used to deepen the trance, any act by the operator or by the subject should be stressed as an act which will deepen the trance or will allow the obtaining of the desired phenomenon. A little act such as pressure on the top of a subject's head when attempting hallucinations may be the very catalysis that the subject needs to help him obtain the phenomenon. The operator must be confident that no matter what he does, or says, it will increase the depth of the subject's trance. This confidence must be apparent in both voice and mannerisms. If, perchance, to go to an extreme, the operator knows that he is about

to sneeze, he might tell the subject that in a moment the operator will sneeze, at which time the subject's head will get very heavy and will fall to his chest as he goes deeper into the trance. Believe it or not, it works!

EIGHT

Other States of Hypnosis

THE LIGHT, MEDIUM AND SOMNAMBULISTIC TRANCE STATES ARE THE MOST WELL KNOWN, and they have been dealt with in the preceding chapters. In this chapter two other states of hypnosis will be identified—the waking state and the pseudo coma trance state.

Waking State of Hypnosis

Unlike the trance states, the application of hypnosis to a subject who does not enter the trance (eyelids closure is not achieved) has little value outside of the medical and dental fields. The reason for this is that waking hypnosis is normally of very short duration, usually for only a few seconds or minutes. Rarely will the phenomena obtainable with the somnambulistic trance state be obtainable in the waking hypnosis state. In most fields this inability to maintain the hypnosis for a lengthy duration and to obtain phenomena such as recall, visions, time distortion, etc., prevents successful use of waking hypnosis. But in the medical and dental fields the exact opposite prevails. Perhaps seventy to ninety per cent of all office patients can be treated successfully with waking hypnosis. With most office patients either a temporary pain has to be avoided or supportive therapy given. Neither requires a long condition of hypnosis nor a deep trance state.

On reading further, many readers will probably discover that

they have been using waking hypnosis every day, without being aware of it. Sometimes this use has been for the good of the subject and other times to his harm, because of the lack of knowledge as to what waking hypnosis is and what its effects are.

The next question logically arising is—what is waking hypnosis and how does it differ from ordinary suggestions? With ordinary or everyday suggestions the idea suggested is diluted with other ideas or thoughts of the individual. His consciousness takes time to focus on the suggested idea and his reaction to the idea is delayed until the mind's process of selective thinking accepts or rejects the suggestion.

With the waking state of hypnosis the subject's mind is made passive before the idea is suggested, that is, all other thoughts are driven from the subject's mind except one. The consciousness is concentrated on only one particular matter. Then when the idea is suggested, it is placed in an area where the consciousness is not at work. The consciousness is not diffused, as it normally is when many ideas are within the mind. The idea thus passes quickly through the consciousness to the subconsciousness, as the subject's process of selective thinking is subordinated and the operator's judgment or authority is substituted for that of the subject. We might picture the suggested idea as piercing through a narrow band of consciousness rather than through a normally wide band. The consciousness does not have time to catch the idea before it passes through to deliberate on it. The subject's reaction to the idea is therefore instantaneous.

Some examples of everyday suggestions are blushing, yawning, itching and advertising suggestions. If one should tell an off color story and he were then told that he was blushing, his consciousness would pick up the idea and deliberate on it. It could conclude that the story was off color and therefore blushing was possible, thus accepting the idea after selective thinking occurred. The acceptance could then bring on the real blushing.

Seeing another individual yawn could place the idea in an individual's consciousness that he too was tired and since tired people yawn, the consciousness could accept the idea of yawning.

If someone told an individual that the latter would begin to itch,

the itching would soon occur if the suggestions were made emphatic enough. The consciousness would deliberate on the thought and the principle that every thought produces a reaction would come into effect.

Advertising follows the same principle. By continuous and repetitious suggestions the advertiser seeks acceptance of the product or service by a selective thinking consciousness.

To successfully place a suggestion as a waking hypnosis suggestion, we must avoid the selective thinking of the consciousness. The two most important elements to achieving passivity of the subject's consciousness are the prestige of the operator and misdirected attention.

If the operator's prestige is great enough, his suggestions will be taken at face value. In this case we might picture the band of consciousness being normally wide, but the idea being so strong it crashes through the band anyway. If we concentrate the subject's attention through misdirection the band is narrowed and the prestige need not be as great.

The following are some examples of the use of prestige and misdirected attention in the achievement of waking hypnosis.

A seller of perfumes had a standard procedure of gathering large groups of shoppers in department stores to listen to his sales pitch. To illustrate the strength of his perfumes, he would blow the scent toward the farthest member of his audience, who acknowledged they could smell the perfume. One day he decided to try a joke. After telling his audience of the powerful scent, he asked them to inform him as soon as they could smell the perfume. He then opened a jar and held it aloft. Soon hands began to be raised in the air as one after another of his listeners acknowledged that they could smell the perfume. When all the hands were raised, the salesman inquired as to what type of fragrance was smelled, and all gave similar answers. The truth of the matter was that the jar had contained only water! Because he was a perfume salesman, the audience had no reason to doubt the strength of the fragrance. His prestige enabled him to substitute his judgment for theirs and thus he hallucinated their sense of smell.

If you should hand a guest in your house a drink of good water

while telling him that your tap water is brackish and tastes bitter, it probably will taste that way. The fact that it is water with which you are familiar gives you the necessary prestige to hallucinate your guest's sense of taste.

A physician, while injecting a patient with a hypo, can hallucinate his patient's sense of touch and pain in the same manner just by rubbing the area of injection with alcohol and by stating that it is a skin anesthetic.

Misdirected attention can be substituted for the prestige element. A good test of this is to get on a bus on which the driver calls out the names of each street. If you should suddenly slap the driver's shoulder and tell him with conviction that he has forgotten the name of the next street, you stand a good chance of obtaining suggested amnesia.

In all of these cases the operator attempts to avoid selective thinking by the subject and thus substitute his judgment for that of the subject's.

Waking hypnosis has found widespread use in two areas of medicine and dentistry—supportive therapy and anesthesiology.

In the area of supportive therapy the spoken word can mean the difference of life or death for a patient. Unfortunately with many emergency cases, when the patient arrives at the hospital some unthinking nurse or interne might state "he's a critical case" or "he doesn't have much chance." With the patient in a state of shock, his mind is already sensitized for the receipt of suggestions. These aforementioned remarks are highly suggestive and their effect could be to take away the patient's will to live. Hypnotic suggestions are highly potent!

On the other hand, if a patient is placed into the hands of those well versed in the power of words, and words such as, "not serious" and "he'll live" are scientifically used, the success of surgery might be fixed beforehand.

Supportive therapy with waking hypnosis does not apply only with the emergency type patient. With its proper use those inflicted with progressive ailments, such as cancer, to those requiring better goals in life can all be aided. A physician already has the

necessary prestige and needs only to present his suggestions in a thoroughly convincing matter to obtain this waking hypnosis.

In the area of anesthesiology there are four primary technics: Direct Suggestion Technic, Placebo Technic, Rubbing Technic and the Topical Anesthetic Technic.

Direct Suggestion Technic

This technic is used for administering injections. It is desired to eliminate only momentary pain. Words such as "needle," "pain" and "hurt" are to be avoided, as their use will bring about pain.

> "All right, Johnnie, I'm going to protect you against Polio, and it won't bother you at all. You won't feel anything."

Placebo Technic

The purpose of this technic is to bring back the hypnotic or chemical anesthesia previously experienced by the patient without returning him to the trance state or reusing chemicals.

> "Jerry, I'm going to fix that boil for you and it won't bother you one bit. Remember last year when I set your broken arm. Then I had to give you a shot (or placed you into a sleep) and made your arm numb so that you could feel nothing. This time I can do the same thing for the area where your boil is. These are the newest pills *(sugar pills)* on the market, and ten seconds after your taking one I'll be able to fix that boil and you won't feel a thing. Your leg will be all numb. *(Count to ten after pill is swallowed.)*
>
> "Now the leg is just as numb as your arm was last year and you won't be bothered at all."

The Placebo Technic is equally effective for supportive therapy in the treatment of impotency, non-psychogenic skin disturbances, bad habits, amenorrhea, etc.

Rubbing Technic

The Rubbing Technic is similar to the Placebo Technic, but instead of administering sugar pills or sterile hypos, the anesthesia is produced just by rubbing the area. Because the technic is more obviously hypnotic in nature, more prestige is required than with the Placebo Technic.

Topical Anesthetic Technic

This technic requires even less prestige element than the Placebo Technic for here the physician applies alcohol or other liquid to the area requiring anesthesia. The subject is told that the fluid is a new topical anesthetic on the market and it brings about instantaneous numbness. The physician must then proceed as if there is no doubt that the designated area is completely numb. This technic is extremely effective.

All of these four technics are rapid in nature and need take no extra time from the physician's normal routine.

Pseudo Coma Trance State

As hypnosis deals with the human brain, each one differing from the next, the types of reactions obtained in subjects are varied beyond count. Experience teaches the operator that he can always expect the unusual to occur. One of the experiences that can visibly shake the inexperienced operator is when the subject takes on the appearance of one in a catatonic condition whereby he exhibits such characteristics as complete catalepsy of the body, spontaneous anesthesia, the apparent breaking of the rapport between the operator and the subject, the failure to respond to suggestions, the inability of the operator to awaken the subject and other possible unusual phenomena. This state of hypnosis has often been called the hypnotic coma trance. I have labeled this condition the pseudo coma trance state in that it is not a trance state different from somnambulism, but only has the appearance of being different.

Each of the phenomenon associated with the pseudo coma trance state can find ready explanation in terms of effects which we already know about hypnosis. We readily attain local catalepsy or catatonia and local anesthesia when we place the subject into the light trance state. We also know that the subject is able to obtain a command of himself by autosuggestion in the light trance state. Is it unreasonable to think that once the subject has learned how to control himself, that upon his own suggestion he should be able to experiment with the simple anesthesia and simple catalepsy already learned so as to apply these experiences to his body generally? Also, is it unreasonable to believe that a subject may be able to

bring about complete relaxation of his body along with relaxation of his mind to such a point where he wants no outside disturbances, including a disturbance in the nature of an operator attempting to give him suggestions? Thus the subject might easily reach a point of complete relaxation that he becomes oblivious to the outside world and may appear to the outside world to be either in a deep sleep or comatose state.

If the operator is unable to re-establish rapport with the subject, he should allow the subject to remain in the pseudo coma condition until the subject desires to bring himself out of the trance. If the operator is able to bring about a partial rapport with the subject so that the subject can understand what the operator is saying, then the operator could use the technic of promising to bring discomfort to the subject unless the subject immediately comes out of the autosuggested state.

In any event, in the pseudo coma condition the subject can bring about no additional phenomena other than those that can be achieved when the subject is in the somnambulistic trance. Even if the subject had not been taught autosuggestion, this ability can be acquired by the subject while he is in the trance. All of these phenomena also can be achieved by indirect suggestion, the source of which might never be apparent to the operator.

NINE

Advanced Technics of Induction

WE HAVE NOW DISCUSSED VARIOUS APPROACHES AND TECHNICS TOWARD INDUCTING THE SUBject into a trance state. This chapter will deal with out-of-the-ordinary technics of induction. These will be technics which normally should take considerable pre-planning for their exercise, as contrasted with the foregoing technics which, in many cases, are "played by ear."

Post-hypnotic Suggestion Technic

A post-hypnotic suggestion is the presenting to the subject while the subject is in a trance state of a suggestion upon which the subject will not act until a time following his awakening from the trance state. This type of suggestion has received considerable attention in literature and there have been varying accounts as to the effective duration of the suggestion. Some writers contend that a subject will react to a given suggestion years after the suggestion has been presented. Here again, as with all of the phenomena to be achieved by hypnosis, the reaction depends upon many factors, such as the depth of the trance when a suggestion is given, the skill with which the suggestion is given, the extent of the suggestion, the time when the reaction is to occur, the effect the suggestion will have upon the physical, mental or economical well being of the subject and other elements to numerous to be mentioned. It has generally been considered that the suggestion is most effective when

the subject upon awakening from the trance state is not consciously aware of the placement of the suggestion so that the suggestion remains in his subconsciousness until the time for the reaction to occur. If the subject were not given suggested amnesia as to the suggestion, upon his awakening his conscious mind could then enter into selective reasoning with regard to the suggestion and might destroy the effectiveness of the suggestion or greatly water down its force.

The effectiveness of the post-hypnotic suggestion is unlimited. It can bring about any of the phenomena of the trance state at a later time and place without the presence of the operator. One of the finest uses of this type of suggestion is to facilitate subsequent re-induction into the trance state. To save the time of going through even a rapid induction technic, the operator need only suggest to the subject that upon a subsequent induction the operator will state a given key word and thereupon the subject will immediately enter into a deep trance state. As was stated before, some planning should take place before the use of this type of suggestion and a written record should be made of the suggestions given. The following is an example of some of the uses of the post-hypnotic suggestion.

> "Mr. Brown, you are now in a very, very deep trance state. You have been able to achieve many of the phenomena of hypnosis and have done remarkably well. The suggestions which I am now about to give you are in response to requests that you have made of me to aid you in passing your college examinations. These suggestions will be very important to you and will have a great effect upon your future life. Because of their nature and their benefit to you, they will be strongly implanted within your mind and will always be effective. Because of their nature, upon your awakening from this trance state, you will not consciously remember these suggestions, but they will be deeply imbedded in your subconsciousness.
>
> "From now on at any time when you are about to take an examination, the moment you pick up the pencil or the pen with which to answer the questions you will immediately enter into this deep trance state. You will find that you will be able to keep your eyes open, you will be able to read the questions, you

will be aware of your surroundings and you will be able to think. In addition you'll find that the normal condition of your surroundings will not in any way distract you from your examination and you will be able to concentrate upon your examination ten times better than you have ever done before. In addition to this great ability to concentrate you'll find also that you will be able to recall to your mind all of the pages of the text books which you have read so that you will be able at will to recall the particular page of any text book to which the examination question is pertinent. Because of your great concentration you will find that you will do this very very rapidly and without difficulty. Upon completing the examination, you will immediately leave the trance condition.

"No matter how many examinations you take, you will always have this ability to immediately and automatically enter the trance state and to achieve all of this wonderful ability to remember. Your answers will be clear and logical.

"One other suggestion. At any time in the future should you ever come to see me for additional help, upon my placing my right hand upon your left shoulder and without any further suggestion from me, you will immediately enter into this deep trance state.

"Now, Mr. Brown, do you understand what I have told you? I want you now to repeat those suggestions that I have just given you. (Mr. Brown repeats the suggestions.) Very good. Now remember, under no circumstance will you consciously remember that I have given you these suggestions. The only thing that you will remember is that you were very happy about entering the trance state and had a very enjoyable experience.

"Now, upon my counting to three, you will awaken feeling refreshed and relaxed, not consciously remembering any suggestions which I have just given you with regard to your future examinations or your entering the trance state upon my placing my right hand upon your left shoulder. All right. One, two, three, awaken feeling refreshed and relaxed."

Placing the Seal Technic

As we know, up to the time of Mesmer hypnosis was generally a tool of only the priesthood. Mesmer was the person responsible for publicizing to the general public the existence of the phenomena of Mesmerism (hypnosis). Prior to Mesmer's time, since the public

knew nothing of hypnosis, there was no reason to attempt to "seal off" good subjects from potential lay operators.

After many of the earlier induction methods were publically made known, those physicians who early had begun to work with hypnosis attempted to devise methods whereby their patients would not be experimented upon by lay operators in hypnosis. The giving of suggestions to a subject whereby it is made difficult or impossible for other operators to hypnotize that subject has generally been called "the placing of the seal" as the subject is "sealed-off" from other operators.

As with all of the phenomena associated with hypnosis, the effectiveness of a seal depends upon the skill by which the seal is placed. The author will not attempt to illustrate all of the ingenious methods which might be used to establish an effective seal, but the following should generally illustrate the procedures to be taken.

> "Mr. Rice, now that we have concluded the suggestions related to the goals we set for you before you entered into the hypnotic trance state, I want to give you some additional suggestions. I feel that it is for your future well being that no person other than myself, unless he is a doctor or a dentist or other duly qualified professional person known by you to be such, ever will be able to hypnotize you again. The suggestions I am about to give you will become deeply implanted in your subsconscious mind, but you will not consciously remember them after you awaken from this trance state. You will not remember that I hypnotized you and will not remember that you have ever been hypnotized before in your life. In addition, if any non-professional person ever tries to hypnotize you, you will tell him that you have never been hypnotized before, that you cannot be hypnotized and that you don't want to be hypnotized. The reason that you don't want to be hypnotized again by any non-professional person is that you have a great fear of being in the control of a non-professional person, and in the event that such a person starts to give you suggestions which might have a tendency to place you into a trance state, you will suddenly find that you cannot understand a word he is saying. It will be as if he is speaking a foreign tongue which you have never heard before and this condition which will last as long as

he is giving you such suggestions. You will also suddenly remember that you have forgotten to do some important task and you will excuse yourself from the presence of the other person. Now remember, this only applies to a non-professional person and does not apply to myself or to any other doctor or dentist or professional person who is to use hypnosis for your benefit."

In addition to the technics used in the foregoing illustration, some operators might use suggestions which could be of detriment to the subject such as: 1) that if the subject is ever again hypnotized by any other person he will become very, very sick; 2) that if any other person attempts to hypnotize the subject, the subject will hit the operator on the jaw with his fist, or 3) upon a subsequent induction by another the subject will commence to cry and will continue to do so as long as that person attempts to hypnotize him. These methods of placing the seal have been presented not because it is suggested to place the seal on any individual, but only to give the reader an idea as to how insidious in nature the seal may be. The subject may never consciously know that the seal has been placed upon him and the seal can be placed in such a manner that even an expert hypnotist may never be aware that such a seal was placed. It is felt that such a seal should almost never be placed. Except where a physician feels that the placing of a seal upon a particular patient is absolutely called for without any other possible alternatives, the use of the seal should not be resorted to. Another exception might be it's use in espionage and counter-espionage fields where it might be essential that a foreign power not be able to delve into the agent's mind.

The reason the placing of the seal has been illustrated is that unless we know its nature, we would be unable to devise technics to break the seal. There is no guarantee that any of the following technics will be universally effective, but they have been effective in breaking certain seals. As already stated, it may be that the hypnotist might never know that the seal has been placed, and might deem a person not susceptible to his induction technics and as just one of the small class of people who cannot be hypnotized.

CASE A

Mr. A was hypnotized five years ago and was instructed at that time that nobody else but the hypnotist would be able to hypnotize him from that time on. The subject was not given suggested amnesia as to the seal and is aware that the seal is placed upon him. He knows that he was hypnotized before but says that he cannot ever again be hypnotized except by the former hypnotist.

Seal-breaker Technic A

"Mr. A, I am aware from your conversation that the hypnotist erected a barrier in your mind to prevent your entering the trance state at a later date except by his direction. Now those authorities in this field know that sometimes suggestions such as that are fairly effective. In most cases, though, the suggestion wears off in time. If I were to hypnotize you and tell you that you would not smoke again, the chances are that after a few weeks you would overcome the suggestion and would begin to smoke again because you wanted to. The same thing applies to the suggestion that nobody else but that hypnotist could hypnotize you again. If you really want to be hypnotized again and need it for your own benefit, the chances are that the suggestion will no longer block your ability to re-enter the trance state.

"To determine how effective his suggestions to you are, I should like to know a little bit more about what he actually said. I want you to remember back to that prior time and try to relive that event in your mind so that you can better tell me about it. Just close your eyes and think back to the time when the hypnotist first started to hypnotize you. I want you to try to think of his very words and also I want you to try to relive your feelings and your actions at that time.

"Now just listen in your mind to that hypnotist telling you to relax and perhaps to sleep. Try to obtain the same amount of relaxation that you were able to get at that time so that you are able to tell me about it. Then I am sure that the hypnotist probably relaxed your eyes or made them stick fast. Now remember how he did it and try to get the same feeling. Now if you get the same feeling as you did then, your eyes should stick fast now too. When you think that you have the same feeling so that your eyes are stuck fast, test them and if you have completely relaxed

them now as you did then they should not open. Now relax them completely and test them. Very good, your eyes are stuck fast just as they were at that time. As at that other time when your eyes were stuck fast you knew that you were in the trance state. So too, now, the fact that your eyes are stuck fast indicates that you have gone back into the trance state. You are hypnotized and you are no longer subject to his suggestion that nobody else can ever again hypnotize you except him. Now I am going to let you take yourself even deeper into the trance state and then when you have reached the greatest depth of hypnosis, I will awaken you so that you will feel completely relaxed and refreshed."

CASE B

Mr. B tells you that he has never before been hypnotized and that he can't be hypnotized. You question him as to why he thinks he can't be hypnotized and he answers you that he doesn't know why but that he just can't be hypnotized. You ask him if anybody had ever tried to hypnotize him before and he says no. Since there is no apparant logical reason for his statement that he can't be hypnotized and since he denies any prior attempt to hypnotize him, you feel that a seal may have been placed upon him, together with suggested amnesia for the existence of the seal and the fact that he had been hypnotized before.

Seal-breaker Technic B

"Mr. B, I want to show you a new topical anesthesia which just came out on the market. I have been using it this week on my patients with remarkable results. In every case within three seconds after we applied this skin anesthesia the entire area where we applied the liquid becomes completely numb to any kind of sensation. Here let me show you how it works. I'm going to place this liquid on your hand and you'll feel a very cool sensation. As your hands cools in that area it will become completely numb. Feel this cool sensation as your hand is getting completely numb. Now I'm going to show you how numb it is. I can poke you with this needle and you feel nothing whatsoever. See, you feel nothing. Now you can test it yourself. Just take my needle and poke it through the skin. That's right. Very good.

"A little while ago, Mr. B, you told me that you could not be hypnotized. I was confident that you were mistaken and I have just proved it to you. That topical anesthesia was not an anesthesia at all. It was merely rubbing alcohol. I had hypnotized your mind to that the fact that your skin would get numb and it did become numb. Now you can take this alcohol and rub it on your other hand and of course, you will feel a cool sensation, but the hand will not get numb. Go ahead and test it for yourself. You see, I actually hypnotized you.

"Now I am going to show you that I can hypnotize you again and I'm going to take you very deeply into a trance state. I want you to close your eyes as tight as you can and place your right hand on top of your head. Now with your eyes closed I want you to look up through the top of your head to that hand while I count to five. As I count to five, your eyes will get tighter and tighter and tighter, and it will seem as if your eyelids have grown together. At the count of five you will test your eyes, you will find that they will not open and you will be in the trance state." *(Continue on with the Challenge Technic. The combination of these two suggestions should be sufficient to completely break the seal.)*

CASE C

Mr. C has been given the post-hypnotic suggestion that anybody attempting to hypnotize him will appear to be speaking a foreign language which is unintelligible to Mr. C. He is not aware that he has ever been hypnotized before, that the seal has been placed and seems not to understand you when you attempt the induction.

Seal-breaker Technic C

"Mr. C, you tell me that you don't seem to understand me when I try to hypnotize you, yet you appear to want to be hypnotized. Now it does sometimes happen that people do get a reaction from me when I begin to hypnotize them. It seems that my words suddenly become unintelligible. We have found that these subjects need an interpreter. When I have my secretary, Miss Friday, translate my words to the subjects, they are able to understand Miss Friday and they are able to become hypnotized. Now, I am going to sit facing Miss Friday. I shall proceed as if I am hypnotizing her. At the same time she will in English repeat to you my words to her and you will be able to enter into the trance state, even though she is not going to try to

hypnotize you but is merely going to repeat the words in English that I use in hypnotizing her. All right, Mr. C and Miss Friday, let us proceed."

Of course, in all of these cases, once the subject has entered the trance state the operator may proceed to wipe the memory of the prior suggested seal from the mind of the subject and to place the suggestion that in the future he will become a very good hypnotic subject who can be hypnotized very rapidly either by himself or by any other professional person. Generally speaking, a well placed seal can be broken only by indirection and trickery. Where the subject had been hypnotized by the use of "sleep" words, it may be very easy for a physician to break the seal through a relaxation technic without any mention of the fact that he is going to hypnotize the subject and without any use of the word "sleep." It would be quite lengthy to present all of the technics of placing the seal and the technics of breaking the seal, but those presented here should be sufficient foundation for you to work out your own technics.

Attachment to Ordinary Sleep Technic

From our discussion of the comparison of sleep and hypnosis we know that in a deep sleep the mind is completely unconscious and that with hypnosis the mind is completely conscious but works in harmony with the subconsciousness. Sleep has varying depths just as does hypnosis, with the depth of sleep being determined by the amount of consciousness existing. In order to be able to hypnotize a sleeping subject, his consciousness must be of such a degree that he will understand the suggestions of the operator. In such a light sleep state the subject is already in a relaxed condition and his normal resistances to suggestion should not be as formidable. With subjects who are difficult to place into the trance state and where it is possible to observe them at their sleep, the technic of presenting suggestions to them at sleep may work where all others fail. Many operators will attempt the reverse by trying to suggest that a subject in the trance state enter the sleep state. Occurrences of this nature would be extremely rare, since the subject would have to eliminate his consciousness and, under the conditions where he is in the presence of the operator, it would seem that his conscious mind would

not want to completely disappear. However, instructing by post-hypnotic suggestion that a person would, for example, on the following day at 7:00 p.m. sit down on a soft chair and immediately fall into a natural sleep might very well be effective, since the operator would not be present and the subject would not be in the trance state at that time.

Remote Technics

Three other technics of induction should be touched upon at this point. They are: induction by tape recordings, by telephone conversation and by letters. It should be well understood at this time that the presence of an hypnotist is not essential for the entering of a trance state by a subject, but that in most cases subjects who have never before entered the trance state need the services of the hypnotist who leads them into such a state. Once a subject has been hypnotized, by giving him the proper post-hypnotic suggestions there should be no difficulty in his subsequent re-induction. It is very easy for the hypnotist to prepare a tape recording whereby he uses a relaxation technic, brings the subject into a trance state, enables the subject to relax himself and then gives him the suggestions of awakening. Individuals who need self relaxation at various times could keep such a tape recording handy and play it when ever needed.

The hypnotist might also print up a short induction technic on a sheet of paper. By post-hypnotic suggestion the subject could be told that at any time in the future when he wants to enter the trance state all he need do is to read the words of the hypnotist and at the conclusion thereof he will immediately enter into a deep trance state to remain there until he awakens himself.

Where the subject is at a distance from the operator and needs immediate help to be inducted, the operator might just speak to the subject over the telephone.

It should be re-emphasized, that these particular remote technics should be used only where the subject has been hypnotized at a prior time by the operator and the operator is confident that the subject will get along well outside of his presence. To use such a technic on a person who has never before been hypnotized, may bring about a panicky subject when no help would be available. Thus,

the radio or television should never be used to present any thing associated with an induction technic, as the operator could very well lose control of his subjects and with certain individuals hysteria could set in.

TEN

Basic Phenomena of Depth Hypnosis

AS HAS BEEN STATED PREVIOUSLY, ANY PHENOMENON WHICH CAN BE ACHIEVED IN A GIVEN trance state can also be achieved in a deeper trance state. Thus, all of the phenomena discussed so far, being primarily the hallucination of all of the senses, are available in depth hypnosis. In addition, there are certain phenomena which are obtainable only in the deeper trance states. Four of these will be discussed in this chapter: memory accentuation, suggested amnesia, memory substitution and time distortion.

Memory Accentuation

The subject of memory has attracted the attention of psychologists since the 1880's. It is generally believed that the absorption of information obtained by the senses depends upon the degree of maturation and psychic development of the person at the time the senses receive the stimuli. That material which is absorbed into the memory is then subject to fluctuation either of accentuation or of lessening and it is also subject to change in form. Finally, the degree of memory recall is subject to the mental and emotional condition of the individual at the time recall is attempted. The only one of these three major factors of absorption conditions, storage conditions and recall conditions affecting memory which

is within the power of the hypnotist to influence is the latter, the mental and emotional condition of the recaller at the present.

It appears logical that if the hypnotist can regress the subject to the time when the event to be recalled took place and have the subject actually relive his psychological and emotional condition in the environmental context of that time, the memory produced will be more accurate than one influenced by current or adult learning and experiences.

The question of a true regression to or a revivification of a past event has been the subject of considerable controversy among psychiatrists and psychologists working in the field of hypnotism. The difficulty in accepting any of their conclusions is that in each experiment undertaken there is an insufficient sampling. It seems very difficult to draw any conclusions when an experiment encompasses the use of only four, five or even ten subjects. In addition to the basic problem of not having a sufficient base in terms of numbers from which to draw conclusions we then have the problems of technics. To what depth of trance were the subjects inducted, what were the elements of office atmosphere, what type of expression was vocally used by the hypnotist, what suggestions were given, in what physical position was the subject and what event was to be relived? These and many other important questions make it obvious that a scientifically based conclusion on the extent of regression has not yet been obtained. In the meantime, your author postulates on the basis of his experiences that there are three types of regression. In the first type of regression the subject actually relives or revivifies a past event. He subjectively believes that he is in another time and another place and that which occurs in his mind is actually occurring. The second type of regression is the attempt by the subject to undertake the role which he presently assumes that he undertook at that prior time and place. The third type is that of mere recall. The subject is able to visualize the occurrences of a past time, but he is aware that he is only looking upon a scene and is not actually reliving it. Under hypnosis, with all three types of regression, hypermnesia can be achieved, but its accentuation is greatest with a true revivification.

The results of experiments with regression lead one to liken the

functioning of the brain to that of a tape recorder or a modern computer. Everything in the nature of stimuli received by the senses is recorded and stored for future use by the brain. If all of this material were available to the consciousness of the individual at all times, perhaps the individual would be so taken up with his memories that he would be unable to cope with the everyday problems of living. Perhaps that is why some of the stimuli commence to be forgotten the moment after having been received. When the consciousness actively attempts to search its memory, those stimuli which may have been more deeply imprinted upon the tape of the mind, because of their importance at the time of their receipt, both subjectively and objectively, will be more readily obtained by the consciousness than those stimuli which had no significance. If we use this basic premise, then the recall of any experience or event from the time the senses and brain of the fetus commenced to function depends merely upon the finding of the right punched card or of the right amplification to unlock the brain.

During his classes on medical hypnosis your author has had the opportunity of observing some interesting experiments on regression, and several will be illustrated here:

(a) Mr. X was a dental student. His father was a dentist. Mr. X was placed into the somnambulistic trance state and was regressed to the time of his birth. To prevent his conscious awareness of the event to be reproduced an Automatic Writing Technic was used whereby the hand wrote automatically without the subject being aware of the nature of the written material. As the subject was writing automatically the details of his birth, he suddenly gave a great exclamation of pain and dropped the pencil. He reached up over his right eye and held his hand to his head. We subsequently determined from his father, who had been present in the delivery room at the time of birth, that the attending physician had used forceps on Mr. X, that a cut had been inflicted over the right eye of the baby and at that time the baby did cry. The scar had disappeared in early childhood and Mr. X had never been told of the experience nor did he ever observe the scar.

(b) Miss Y was brought to class by her father, a school teacher. She was eight years of age and was regressed to the time of her

birth. She vocally described being in bed with her mother after birth and of being fed. The description of the events was broken, as if the baby were asleep in between. Miss Y then told of being placed into a black car and then next described being in her crib at home. Her father then confirmed that the baby had in fact been taken from the hospital in a black car, that he had shortly thereafter sold that car and had owned five different cars since that time, none of which had been black. (In 1954, the date of the birth of Miss Y, most automobiles were other than black.)

A common experiment used has been the regressing of the individual to the first grade and having him read from his first grade primer. The obtaining of time regression in experiments such as this can be easily verified by the hypnotist. A very interesting regression was obtained with a white male of the approximate age of forty who was regressed to the age of thirteen. Whereupon, he suddenly began reciting his Bar Mitzvah speech—in Jewish!

In attempting to regress the subject, the operator must be very careful with his technic. If the operator should suggest the remembrance of an event which did not occur or ask the subject to perform a task which would not be appropriate to the age level desired to be reached, then the subject may attempt to assume a role-taking condition rather than obtain the complete revivification desired. The induction to this regressed condition need not be lengthy with many subjects, but to obtain the best overall results sufficient orientation of the subject should be achieved. In the beginning the operator should always attempt to orient the subject with regard to readily definable days, such as birthdays and other pronounced events in the life of the ordinary child.

The following technic may be used after the operator has determined that the subject has entered a deep trance state.

Regression Technic

"Mrs. Adams, a little while ago, you were able to erase the numbers off of the blackboard as you counted backwards. As you erased each number it disappeared from your mind. Soon all the numbers had disappeared from your mind and your mind became blank. We are now going to do something very similar. This time I am going to have you count backwards from your present age

of thirty-three until you reach the age of six. As you count each number, commencing with thirty-three, you will feel yourself becoming younger. As you reach your teens you will find yourself becoming smaller. As you count each number your mind will completely forget what occurred after the age that number represents, but as you forget these years, your memory of prior years will increase. When you reach the age of six you will find that you will be able to remember everything that occurred at the age of six and you will be able to relive your life as you lived it then. You will feel as you felt at the age of six, you will think as you thought at the age of six and you will act as you acted at the age of six. When you arrive at the age of six, you will find yourself wherever you were on your birthday. If you had a birthday party, you will actually relive that birthday party.

"I will accompany you on this trip. I will be somebody who is present at that birthday party and you will still be able to hear my voice and to see me in that other person.

"Everything that you relive at the age of six, you will have actually relived before. You are not to imagine or invent anything that did not occur. When you reach that age you will also describe to me out loud everything that is occurring. If I ask you to physically do something which was occurring at that time, you will do it only if you did it at that time.

"If I ask you to open your eyes when you are six years old, you will be able to open your eyes, but the only thing that you will see will be those things that actually occurred when you were six years old. You will not awaken when you open your eyes.

"After you have completed the reliving of the various events which took place when you were six years old I will bring you back to your present age and you will awaken only when I awake you. During the time that you relive these events you will be completely unaware as to your present whereabouts and you will know only what is going on at that age of six, although you will be able to hear my voice.

"All right, you may begin counting backwards from thirty-three as you grow younger and smaller and your memory increases. . . . Now you are six years old and at your birthday party. I want you to look around the room or wherever you are and tell me what you see . . . What are you wearing? . . . What are you doing? . . What are you now doing? . . . What is happening now? . . . etc."

After eliciting the material desired, the subject should then be brought back to his actual age and awakened with normal procedure.

Because this technic enables the subject to relive past events accompanied by the emotions which occurred at that time, various types of anxieties may become apparent. It is therefore an important rule that in most cases regression should not be attempted except in the presence of a psychiatrist. (An exception might be that in the attempt of regression, the subject is specifically informed that he will not relive prior events, but only will recall them without emotion.) In many cases the consciousness of the individual is not in a condition where it can adequately accept the awareness of past traumatic incidents and the psychiatrist, using the proper technics, is in a position to prevent these memories from being brought to the conscious mind of the hypnotic subject.

Another way in which the memory can be accentuated deals with the remembrance of current information at a future date. For example, the student who desires to remember for the purpose of examination the material which he is currently studying can be placed into a trance condition and allowed to study under hypnosis. Just the fact alone that the subject can achieve 100% concentration on his lesson should certainly increase his memory and also his understanding of the lesson. How often do we find ourselves thinking of other matters while our eyes continue to read without meaning?

To further aid the remembrance of lesson study, the subject may also find it convenient to hypnotize himself at the time of taking the examination and regress himself to the time of the original trance when he first studied the material. Where such a plan of action is established consciously by the individual contemplating a regression at a future time back to the present time, such a regression would be an exception to the rule requiring the attendance of a psychiatrist since there would be no unearthing of traumatic experiences. The following technic assumes that the subject has been fully indoctrinated in autosuggestion.

Recall Technic

"Barry, I understand that you have been having some difficulty in school and would like to learn how to remember your studies better. I am now going to teach you the method which you your-

self can use whenever you go to study. The next time you are ready to study I want you to place yourself in a trance condition and then you will say to yourself, 'I am now going to study my lesson for the next hour. I will not be interrupted by anything unless it is very important. At the end of the hour I will automatically awaken. During the time that I study my mind will be concentrated fully upon the lesson, I will remember every important part of it and I will understand it. Any time in the future when I want to remember what I have studied during this hour, all I need do is think back to the lesson and I will remember what is on every page of the book that I am studying.'

"After you have completed studying for the hour, or whatever length of time you desire, you will bring yourself out of the trance as you know how to do, or you will automatically come out as you told yourself. Be sure to have a clock in front of you. Any time in the future when you desire to remember the information which you learn in that lesson you will have no difficulty in remembering it. You will find that your mind concentrates 100 per cent and you will be able to remember what was on each of the pages that you studied. In the event that you so desire, you may also at that time place yourself in a trance condition, even while taking an examination, and instruct yourself. You will read the question under hypnosis and go back to the time that you studied the lesson and obtained the answer. Of course, if you place yourself in the trance while taking the examination, you will be sure to tell yourself to keep your eyes open and to appear normally awake.

"Now to show you how it works, I want you to tell yourself right now that you are going to read this book for fifteen minutes with full concentration and that at the conclusion of that time you will awaken from this trance and remember everything that you read. All right, you may begin."

Suggested Amnesia

In Chapter Five we briefly commented that suggested amnesia was a phenomenon associated with the medium trance state. There are two types of suggestions dealing with amnesia. The operator can either suggest that the subject will forget an event which occurred in the past or the operator can suggest that the subject will

not remember the events of the trance itself. The former is almost never obtained except by the direct suggestion of the operator, but in many instances a subject will obtain amnesia for the events of the trance even though the operator does not suggest such. This spontaneous amnesia may occur merely because of the depth of the trance or it might be the result of indirect suggestion, where the subject was aware prior to entering the trance that people don't remember what happens and therefore indirectly suggests to himself that such will be the case.

The use of suggested amnesia for the events of the trance is often found with the use of post hypnotic suggestions to the subject. Where the operator desires the post hypnotic suggested act to appear spontaneous to the subject, the operator normally tells the subject that his conscious mind will not remember what he was told or what he did during the trance, but that his subconscious mind will remember the instructions and will act at the appropriate time. If the post hypnotic suggested act is of such a nature that the subject would not want to normally follow it, his awareness of the suggestion would allow his mind to attempt to break or water down the suggestion, which it might do over a period of time.

The psychiatrist finds important use of suggested amnesia during regressions dealing with traumatic incidents occurring during the past life of the subject. By various technics, including the use of suggested amnesia, he keeps the unearthed forgotten memories from entering the conscious mind of the subject until, by supportive therapy, the psychiatrist is enabled to prepare the subject properly for the receipt of this newfound information. In some cases the psychiatrist might desire to free from the subconscious mind of the patient the memory of past traumatic experiences which are bothering the patient. The operator by suggestion erases the memory of the occurrence from the mind of the patient-subject just as we might erase part of the sound from the tape in the tape recorder.

In Chapter Eleven we will see how suggested amnesia is used to aid in the relief of pain.

Suggested amnesia can be used to correct such matters as athletic form. A golfer, who has developed an abnormal hitch in his swing, could be instructed that he no longer knows how he formerly swung

the clubs and that he is unable to swing clubs as he formerly did. He might then be instructed as to how to properly swing.

Another use of suggested amnesia might be to correct a person's manner of speech. If the subject too frequently uses a given word, and is unable to break the habit, he might be given suggested amnesia as to that word. (Perhaps we might even raise a generation of youth who would be unable to think of a single swear word or even who would be unable to talk back to their parents.)

Persons on a diet might be made to forget the names of certain pastries, that they exist or what they look like.

The fact is that suggested amnesia is an extremely valuable tool and it can be used in conjunction with almost any type of situation where hypnosis is to be used to achieve a desired goal.

Memory Substitution

Now that we know that we can erase part of the memory stored in the mind, why not go one step further and substitute a different occurrence in the blank place?

Your author had a very interesting experience in this area. He was called upon by a former student, an oral surgeon, to induct a dental patient into a deep trance state, as the patient had been only able to achieve a medium trance state. She needed immediate oral surgery, but upon her being placed in the dental chair she was unable to open her mouth. She had no conscious knowledge for the reason underlying this type of lockjaw. Upon placing the subject into a somnambulistic state and regressing her, your author found that she had undergone experiences with a dentist at the ages of eight, ten and twelve. Each time she suffered a traumatic experience, as the dentist used no chemical anesthesia. She was given suggested amnesia for these three occurrences and then was allowed to relive a new experience of having the dentist of her mind use novocain for each of these times. In the illusion her jaws became numb and she had a very pleasurable experience of the dental procedures involved. Upon her being brought to the present time she was able to open her mouth easily and with the assistance of suggested hyperaesthesia the oral surgeon was able to proceed. The patient then had a pleasurable real life experience.

Memory substitution possibilities have been brought to the public's attention with the accounts of the brain-washing which occurred during the Korean War and subsequent thereto. Its implications for wartime and criminal use should merit considerable attention and research.

Time Distortion

Linn F. Cooper, M. D. and Milton H. Erickson, M.D. in their book, *Time Distortion in Hypnosis,* have marked the trail for the adventuring into a newly discovered aspect of hypnosis—the ability of a subject to so separate his own time sense from that of the world that his ability to think may be either slowed or accelerated greatly while the subject remains in a trance state. When a subject hallucinates a certain activity and is given a stated length of time in which to complete this activity in terms of clock time (objective time), the time by which we normally judge the passage of time, and then by proper suggestion is told that his own personal time (subjective time), the time which the subject believes he has, is much longer, the subject is able to hallucinate the activity as having taken place during a much longer duration of time than actually occurs by interval of clock time.

For example, the subject may be told that he has three hours within which to pick a field of beans, while actually the time interval between the starting signal and the ending signal may only be three minutes. During those three minutes of true time or clock time the subject will believe that he has consumed three hours of time and he will visualize events and activities which would normally take three hours of time to complete. Of course, this type of speeding up of the brain takes conditioning upon the part of the subject and proper suggestions on the part of the operator.

There are various types of suggestions of activity which might be presented to the subject. The subject can be given the suggestion that he will continue a certain activity for a given length of subjective time, he may be given the suggestion to engage in an activity without a suggested personal time and to proceed until the activity is completed or he might even be given an activity which is continuous in nature without a subjective time limit, leaving it to the subject to decide when to discontinue the activity.

The areas for use of this newly discovered phenomenon of hypnosis are innumerable. For the surgical patient the subjective duration of an operation might be reduced from a lengthy time to that of a very short duration, the student may be enabled to mentally go over information to be learned much more rapidly in the trance state then in the waking state, the psychiatric patient may be able to review his past life much more rapidly than by any other process, the musician may be enabled to mentally practice certain pieces rapidly, the inventor might think more constructively during a shorter length of time, ad infinitem.

The following technic is merely an illustration of the general procedure to follow. Interest is so keen in this new field of endeavor that refinement and new discoveries are sure to bring about rapidly changing technics.

Time Distortion Technic

"Bruce, I understand that you have difficulty in remembering your history studies. I am now going to teach you a method by which you will be able to learn faster and learn much more than ever before. Because you are in this deep trance state, you can do very many things that you could never do before and one of these is to learn and remember very rapidly. I have on the table next to you a metronome, which I am going to turn on. It will beat at one tick per second. Gradually, I will slow down the metronome until it beats at one tick per minute. When you feel that the metronome is beating at one tick per minute, I want you to raise your right hand and then replace it on your knee.

"All right, here we go. It is now beating at one tick per second. I am beginning to slow it down. *(Do not change the speed of the metronome.)* It is now going slower, slower and slower. Now that it is going at one tick per minute, as you have indicated, I want you to visualize a field of beans. When I give you a starting signal which will be the word 'begin' you will commence to do something as I will instruct you. You will have thirty minutes of your own personal time *(actually 30 seconds since we have speeded up his thinking activity time 60:1)* You will find that you will not have to hurry to complete the task which I shall give to you, so relax yourself and take your time. When the 30 minutes of your own personal time are used up, I will then give

you the ending signal which will be the word 'stop.' At this point you will no longer be able to visualize what you had been doing and your activity will stop.

"During the time in which you engage in the activity which I am going to give you, you will be completely unaware of anything which is occurring in this room and you will be concerned only with the activity instructions that I give you.

"Upon my questioning you about the activity, you will be able to tell me completely what occurred without adding to or subtracting from what you actually did. You will give me a complete report.

"Now when I give you the starting signal for thirty minutes of your own personal time, you will pick this field of beans which you are now in and you will keep track of every bean that you put in the basket and the weight of each basket as you weigh them in. 'Begin.'

" 'Stop.' Now tell us exactly what you did during this time.

"Very good. During this thirty minutes of your own personal time you picked 3,000 beans. Actually, you picked those 3,000 beans in only thirty seconds of actual time. Although you thought that you had thirty minutes of time, the metronome was really not slowed down from one tick per second to one tick per minute. It remained at one tick per second. Between each tick of the metronome you believed that you had a minute when actually you had only a second. In other words, your brain was made to think sixty times as fast as it normally would. From now on, at any time when you want to make your brain think faster all you need to do is to give yourself a key word while you are in this deep trance and your brain will be able to speed up sixty times faster than normal.

"We are now going to go through this procedure once more, only this time you will give your own commands. I am going to place in front of you your history book. While you are in the trance state, I want you to open your eyes and read each page of the book in Chapter V. As soon as you have completed the paragraph under each major heading, I want you to place yourself into this speeding up process we call time distortion. All you need to do is say outloud the key word 'begin' and your brain will immediately speed up sixty times as fast. Then with your eyes closed I want you mentally to go over and over and over the material

which you have just studied until you know it by heart. You will take 30 minutes of your own personal time, which will actually be only 30 seconds of true clock time. When you have completed this 30 minutes you will give yourself the command of 'stop,' you will open your eyes and you will commence reading the next section. Each time that you undergo this distortion of time, you will become much more proficient and you will enjoy the experience.

"You may now commence your history lesson."

Automatic Writing and Speech

Mention has been made several times of automatic writing and speech. The phenomenon is really that of dissociation. With the procedure of having the subject automatically rotate his arms as he goes deeper into the trance, the operator, in effect, dissociates the arms from the subject. The subject is told that he no longer can control the arms and that they will rotate automatically. So, too, the subject can be made to write automatically or to speak automatically. In addition, in somnambulism the subject can be prevented from knowing what he writes or says. The input to the senses and the consciousness is blocked. At least, the consciousness is either made so passive or is so concentrated elsewhere that it is unable to grasp the content of the automated material.

This phenomenon finds important use in the field of hypnoanalysis, when the analyst seeks to unearth hidden sub-conscious conflicts without making the patient aware of them. It could also be of use in obtaining information from criminals or enemy agents without their being aware of what information was divulged.

Automatic Writing Technic

(Induct subject into somnabulism.)

"Mrs. Greene, in a few moments I shall take you back in time to when you had your first migraine headache. You will have in front of you this magazine, which you will be reading while you continue in the hypnosis state. Your eyelids will remain open as you read, but you will not awaken. Your full concentration will be on reading the magazine. You will be aware of nothing else.

"As you read the magazine, your right hand will be writing on

the sheet of paper under it the events that occurred when you had your first migraine headache. You will not know what that hand is writing. It will write as if it belonged to someone else.

"As you read and remember each page of the magazine, you will be becoming younger and younger. When you reach page five you will continue reading, but at that moment you will relive the events leading up to that first headache. Instead of a headache this time, though, you will feel only a slight discomfort in your left thumb, which will disappear after a few moments.

"When you awaken you will have no awareness or memory of what your hand wrote and you will only remember the contents of the magazine. You will remain perfectly relaxed and will feel fine."

Sometimes the sub-consciousness still will foil this attempt to obtain its secrets by having the hand write in a scribble. You can instruct the subject to write legibly or you might then have the subject read the scribble and by automatic speech tell you what he has written, without his being consciously aware of what he reads or says. As you can see, these technics often can become quite involved.

ELEVEN

Hypnotherapy in Medicine

THE PURPOSE OF THIS BOOK IS TO PROVIDE ALL PROFESSIONAL INDIVIDUALS WITH THE TOOLS necessary to induct subjects into the trance state. Because of the vast amount of literature in the hypno-medical field, it is felt that physicians might want to have some non-induction medical technics together with a handbook of induction technics so that many of the technics required to be used by them would be readily available in one volume. Because of this need, this chapter will be devoted to often-used medical technics. It must be re-emphasized that none of these technics should be used by anyone other than a person in the medical professions, and then only after the physician has taken a complete history of the patient and knows the specific purpose for the use of the hypo-medical technic.

Relief of Pain Therapy

In the field of medicine the most widespread use of hypnosis has been for the relief of pain. Just as each individual reaches a particular depth of trance unlike the next subject, so too the use of hypnosis to relieve pain has varying results—from the complete elimination of pain to that of no effect whatsoever.

Generally speaking, the use of hypnotherapy to relieve pain is dependent upon two factors: the depth of trance reached by the subject and the skill of the operator. Unfortunately, most cases of

failure or partial failure are due more to the inability of the hypnotist to use the proper technics, since we know that even in a light trance state we can obtain a limited amount of anesthesia with the subject. Five technics for relief of pain will be illustrated in this chapter. Any one of which when used alone might be completely successful, but the chances are against complete success and elimination of chemical anesthesia by the use of any one technic alone. It is suggested that the degree of elimination of pain is in direct proportion to the number of technics properly used.

Direct Suggestion Technic

> "Mr. Johnson, what we are about to do is merely minor surgery. As you know, we have made your arm completely numb by rubbing it and saying out loud the Greek letter 'Beta.' You have even tested that arm with the needle and know that it is completely numb. As we proceed with this very minor surgery you will feel nothing. You will be completely relaxed and will have absolutely no concern."

This particular technic is the one that has seen the most use. For minor surgery and office procedures it may be very effective. Its use alone for major surgery and to prevent severe pain is not recommended.

Suggested Amnesia Technic

> "Mr. Johnson, during the time of surgery you will remain in the trance state. You will not awaken until I awaken you. You will remain completely relaxed and refreshed. When I do awaken you you will not remember anything that occurred while in the trance state. You will have felt no discomfort while in the trance and upon your awakening you will feel perfectly refreshed and relaxed and will have no discomfort of any kind as related to the procedure of surgery. I want it made clear to you that this suggestion has to deal only with the surgery and that you will not be bothered by this surgery nor remember it. If you have any discomfort for any other reason, you will immediately let me know and we shall then decide whether or not to remove that particular discomfort."

Brain Slowing Technic

In the previous chapter we discussed the existence of time dis-

tortion in hypnosis. We know that the brain can be either speeded up or slowed down. We shall now illustrate the use of this phenomenon with regard to the relief of pain.

Pain can be described by two factors: the intensity and the duration. If we should diagram pain on a line graph, its intensity would be illustrated by the peaks and valleys in a vertical direction and the duration of the pain by the length of the line in a horizontal direction. If we were to line graph the pain brought about by various surgical procedures, provided we had the means to accurately graph such pain, the results would undoubtedly be varied. For an example, let us take the pain resulting from a hypodermic injection. The horizontal line most likely would be very short, since the duration of the pain is brief. The actual intensity of the pain or height of the line might be very great, but because the duration was so short, the subjective feeling of pain is slight.

We might suggest that the total subjective pain is equal to the product of its intensity times its duration. If either factor is negligible, then the pain felt will be negligible.

In comparison, as in the case with major surgery, we might logically assume that the intensity would be great and the duration lengthy, so that the subjective pain would be exceedingly great and would therefore require chemical anesthesia. In either of these two examples the intensity of the pain may have been the same, but because in the latter case the duration was so much longer, the subjective pain was much greater.

Based on our premises, it would appear that if we could either reduce the intensity or the duration to a negligible amount, we could eliminate the need for chemical anesthesia or substantially reduce the amount required.

With the using of time distortion what is there to prevent us from making a lengthy operation seem like one of a duration of only several seconds? By placing the subject into a condition of time distortion and slowing down the functioning of his conscious brain to one sixtieth of its normal waking condition, a one hour operation would seem to be of one minute's duration.

Thus with the three technics already advanced for the relief of pain, the Direct Suggestion Technic is a tool for decreasing the

intensity of the pain, the Brain Slowing Technic reduces the duration of the pain and the Suggested Amnesia Technic erases the memory of the pain and prevents the lingering on of pain or the possibility of "phantom" pain.

Trance Visions Technic

Almost every individual has undergone the experience of scratching himself without being aware of the injury until a later time, because at the time of the injury the individual was engrossed in another matter or was engaged in physical activity. In other words, the consciousness of the individual was so greatly concentrated on a particular matter that the stimulus of pain went directly through the conscious state into the sub-consciousness. It would appear that just as suggestions in effect can by-pass the consciousness, all stimuli may also by-pass the consciousness. By suggestion, then, we may direct the attention of the subject away from pain stimuli by engrossing the subject onto another matter.

> "Tommy, now that I have taught you how to become relaxed, how to make your jaw numb when I work on your teeth and how you see things that actually don't exist, I'm going to give you a great big treat. While I take care of your teeth, you are going to have the opportunity of seeing the finest western movie you have ever seen before in your life. When I count to three you will see before you a movie screen and there will be shown on that movie screen in color a very interesting and very exciting western picture. You will become so interested in the picture that you will be unaware of any thing else. When it is time for the picture to be over I will tap on the top of your head like this three times. When you feel me tapping three times you will know that the picture will be finished in thirty seconds from that time. At the end of the thirty seconds the picture will be over and you will awaken feeling fine, completely refreshed and relaxed, remembering what a wonderful time you had when you came here to have your teeth fixed. All right, I will now count to three and you will begin to see this wonderful, wonderful movie."

Dissociation Technic

The fifth way in which we attack the problem of pain is by way of dissociating the person from the pain. If the subject can be

made to feel that the surgical procedure is being applied to some other person, then anxieties may be dispelled and the building up of the degree of pain by indirect suggestion on the part of the subject can be prevented.

> "Mrs. Adams, in a little while we will be taking you to the delivery room. Since you would like to see your child born and do not want a general anesthesia, I have worked out a wonderful way for you to enjoy the experience of seeing the birth of your first born child. All during the time that you are in the delivery room your eyes will be wide open but you will be in a deep trance state. You will be able to hear, see and be aware of everything that is going on in that room. You will find deep satisfaction and joy when you observe your child being born. We are going to do this by a special way. The minute you enter the delivery room you will become Nurse Dillion whose purpose in the room is merely to observe the delivery. Nurse Dillion has observed many deliveries and she will remain calm during the delivery, but will feel that satisfying enjoyment of watching the baby being born. You will take on completely the character of Nurse Dillion and for the duration of the delivery you will no longer be Mrs. Adams. You will see, though, Mrs. Adams on the delivery table, where she will be enjoying the experience. Mrs. Adams will feel no discomfort whatsoever during the delivery because she will be, just as Nurse Dillion, completely relaxed.
>
> "After the delivery when you leave the delivery room, you will again take on the identity of Mrs. Adams and become yourself. You will feel completely refreshed and relaxed without any discomfort of any kind. Your recovery will be rapid and you will find this to be an entirely enjoyable experience."

General Relaxation Therapy

By this time the reader should be quite familiar with technics of relaxing the subject. Some subjects, though, just won't stay relaxed for lengthy periods of time and with others rapid induction technics are not effective. The average physician does not have the time to spend with lengthy induction technics. For those subjects requiring additional time for induction and relaxation, the use of tape recordings in their homes might be extremely beneficial. The following

are two transcripts that might be placed on tape by the reader to be given to those patients who can effectively use them.

General Relaxation Record Technic

"The ability to relax is possessed by everyone, but very few take full advantage of this prized possession. If you listen carefully, giving me your undivided attention, you can learn to relax whenever you desire.

"The first step to take is the getting rid of ordinary surface tension. Close your eyes so that you will become less aware of objects and movements about you, which tend to give you surface tension. Now take a very deep breath of air and now let it out slowly. See how much better you feel. This getting rid of surface tension makes you feel as if you have lost five pounds of weight, for your body has become more relaxed. Now take another deep breath of air and let it out slowly. And now you feel as if you have lost another five pounds of surface tension.

"Now that we have generally relaxed the surface of your body, let's relax all the muscles. First, let's concentrate on the muscles around your eyes, for these muscles are constantly being used and will fatigue much sooner when not allowed moments of rest. Close your eyes. With your eyes closed concentrate on the eyelids. Relax the muscles which control your eyelids so that they will loosen and so that they won't work at all. When your eyelids can't be opened, then you will have completely relaxed those muscles. Will away all control over those eyelids muscles so that they will not open. Try it now, and then see if your eyelids will open. If you are completely relaxed, you will not be able to open them . . . If your eyelids have stayed closed, you can release them easily. Just stop relaxing your muscles and your eyelids will open easily.

"Now we can see that relaxation is simply controlled, and regardless of what position you are in, you can relax. Let's extend that muscular relaxation throughout the body. Relax your eyelids again. Relax them even more than before. Now let's let that feeling of relaxation surge throughout your body. Send that relaxation down through your arms and down through your legs. Let your entire body float on a cloud of relaxation.

"If you desire to relax even further all you have to do is to repeat this procedure. To repeat, open your eyes and close them

when I tell you to. This second time, when your eyes close, you'll feel another surge of relaxation. Your body will feel twice as relaxed as it is now. All right, at my direction, open your eyes while you keep the rest of your muscles relaxed. Now open, and now close your eyes. That's right. Feel that surge of relaxation. Your body should feel like it is floating on a weightless cloud.

"Let us go through this procedure again. Keep all the muscles in your body relaxed except your eyelid muscles, so that you can open your eyes. This time, when you close your eyes, you will feel four times as relaxed as you are now. All right, let's try it. Open your eyes. Now close them. Let that additional feeling of relaxation enter every muscle of your body. You should now be in a wonderful condition of physical relaxation. In addition to physical relaxation, we also have to relax your mind. After all, there is mental tension in addition to physical tension.

"With your body physically relaxed it is easy to achieve mental relaxation. Just imagine a blackboard in front of you, but keep your eyes closed. On this blackboard picture the numbers one through ten. I want you to begin counting out loud the numbers backward from ten. As you count each number, mentally erase it from the blackboard and from your mind. When you reach the number seven, mentally erase all the numbers from the blackboard and from your mind so that you will be unable to recall any numbers after the number seven. All right, now while you relax completely except for your vocal muscles, picture the blackboard and its numbers. Call out the number ten . . . That's right, and wipe the number off of the board. Now, call out the next number and mentally erase it . . . Now, the third . . . Now, the last one you will recall . . . You have erased all the remaining numbers. You have willed them from your mind so that you cannot recall any numbers. With all the numbers gone you feel increased relaxation, for you are experiencing both physical and mental relaxation.

"But now you have gone only half way to the state of perfect physical and mental relaxation. Having learned the fundamentals, though, it is very easy to reach complete relaxation. I am now going to show you how you can reach cloud four. Cloud four is the lowest of four large, soft, white clouds, and I want you to imagine them in your mind. Now to reach cloud one, picture yourself floating high in the sky. Take another deep breath and let it out

slowly . . . As you feel that surge of relaxation imagine yourself floating down through space, falling gently onto cloud one and relaxing on its billowy soft cushion. You see, you have reached cloud one simply by increasing your state of relaxation. Each of the three remaining clouds represent deeper stages of relaxation, and the last cloud, cloud four, is the ultimate in relaxation. It is the cloud where you will have perfect control over your body, because you will be so relaxed that you will be able to prevent yourself from feeling discomfort. Relaxing on cloud four will allow you to undergo an operation, or a woman to undergo childbirth, without feeling any discomfort. Cloud four is our goal, and we shall resume our floating down through space.

"Take another deep breath and exhale slowly . . . Feel yourself floating down to cloud two as you increase your state of relaxation. You feel more relaxed now than on cloud one, but if you want to reach cloud three, you must relax even more.

"Take another deep breath and exhale slowly . . . Feel yourself become heavier. Your arms and legs are like limp rags. As you relax further, your body feels heavier in weight, and so you float down effortlessly toward cloud three. Now on cloud three you will be so relaxed that your muscles won't work. Be sure that all your muscles are so relaxed that they won't work. Your eye muscles must be completely relaxed. If your eye muscles are so relaxed that they won't work and that you can't open your eyes, you have reached cloud three.

"Now for cloud four. When you reach cloud four, nothing will disturb you. You will feel no discomfort of any kind. You will not be able to work any of the muscles of your body, your state of relaxation will be so deep. Your body will feel like it is made of lead and will feel very heavy. This cloud is the place where you will want to be whenever you need medical treatment.

"Now to float down to cloud four. Take a long, long breath and let it out very slowly . . . Your body is now very heavy and immovable. You cannot open your eyes, and you cannot move a muscle in your body. You cannot open or close your mouth. You are so relaxed, both mentally and physically, that you cannot even say your name. If you have reached the condition where you are unable to move a muscle in your body and don't desire to move any, you are on wonderful cloud four. Your body is so relaxed you can move no muscle and want to hear only my voice.

"You are so relaxed that you can make any part of your body free from discomfort. Just imagine your left arm and hand becoming numb. You will lose all feeling in that arm and hand. Feel the tickling sensation of numbness throughout your left hand and arm. They are completely numb and you could undergo an operation without anasthesia on that arm without discomfort. All right, the numbness is leaving and your hand and arm are back to normal.

"Yes, it is here on cloud four that you have reached the ultimate in relaxation. You will have the desire to reach cloud four often. Each time you travel to cloud four you will reach it easier than before. You will find that you will be able to turn discomfort on or off at your own command. Just remember the steps: taking a deep breath, relaxing the eyelid muscles, relaxing your body muscles, relaxing your mind and then floating down to cloud four. The secret is yours, use it. And now to awaken. Count backwards from four to one, and as you do so, your mind and body will return to fully awake. You will feel fine and refreshed just as if you had a good night's rest. You will feel just grand. All right, start counting. Four, three, two and one. You are fully awake."

Child-birth Relaxation Record Technic

"If you have listened to my medical relaxation record number one, you have learned how to reach cloud four, the deepest state of relaxation. If you have not yet reached cloud four, I suggest that you continue to use the first record at least once a week until you have mastered the basic method of relaxation.

"This record is for use by those women who have learned to relax and who desire to have a normal delivery of their child without discomfort of any kind. By listening to this record one can eliminate the need for any anesthesia during delivery, and, if desired, the entire delivery can be viewed.

"By listening carefully and giving me your utmost attention, I shall show you how you now can fully control the muscles and nerves in your body. You will be able to relax or to stiffen the muscles, you will be able to numb the nerves in your body as you desire, thus shutting off any feeling of pain or discomfort, and you will be able to control other mental and physical processes. If at any time you feel that you want to return to a normally awake condition from this highly relaxed state during the playing of this record, just count backwards from four to one and you will in-

stantly awaken. All your muscles and nerves will return to their normal condition and you'll feel fine.

"Now to begin. Let's go back to cloud four. Close your eyes. Take a deep breath and exhale slowly . . . Feel your body lose its surface tension. Now relax your body. Relax all the muscles. At my direction open and close your eyes. Let the relaxation surge throughout your body. All right. Open . . . and now close your eyes. Concentrate now on the eye muscles. Relax them so that they won't work. Will away all control over the muscles so that you can't open your eyes. Try them to see that they won't work. . . . Now that you are able to relax the eyes, again at my direction, open and close your eyes. On the closing of your eyes let the relaxation achieved surge throughout your body so that you are twice as relaxed as before. All right, open, . . . and now close your eyes. Feel your body relax twice as much as before. Now to obtain four times as much relaxation open and close your eyes again. That's right, open and close. Now your body is completely relaxed. Relax all your muscles so that they won't work. Concentrate now on relaxing your mind. At my direction, count backwards from fifty and wipe away all the numbers so that you cannot think of a single number. All right, repeat after me. Fifty—Now wipe it from your mind. Forty-nine—and make it disappear. Forty-eight—and now when you repeat the next number you will have willed away all the numbers. Forty-seven—and they are all gone, you cannot think of a single number. You are relaxed both physically and mentally.

"I am now going to take you to cloud four. Picture yourself high in the air, ready to float downward. Take a deep breath and exhale. Let your whole body relax as you float down and back toward cloud one, the first and highest soft white cloud. Your body is getting heavier. You are floating in a state of relaxation. Your muscles are completely relaxed. Your arms and legs are limp as rags. You have reached cloud one. Take another deep breath as you float down to cloud two. Your body is now becoming even more relaxed as your arms and legs feel heavier. Your mind, though, is feeling lighter, and you can even feel your mind floating away from your body. You have willed away all control over the muscles of your body as you concentrate on relaxing. Now for cloud three and a great degree of relaxation. Take a long, long breath and let it out slowly . . . Your whole body feels

very heavy. Your arms and legs feel like lead weights. You can feel a sensation of warmth creeping up your arms and legs as you relax. You have no other desire but to relax further as you fall onto cloud three. The last step is to reach cloud four, for there, you know you will reach the utmost in relaxation. It is on cloud four that you will be able to have your baby without any pain or discomfort. You will feel perfectly comfortable on cloud four. You will have no worries of any kind. You will feel just wonderful. So, take another deep breath, and exhale slowly. Feel your body fall downwards in space to cloud four. It is the most comfortable and softest of all the clouds. Your entire body is now relaxing in warmth. That pleasant warmth is like a blanket over you as you feel wonderful. You are leaving all your worries behind. You feel just fine as you relax. You are completely relaxed and feel drowsy. As your whole body is now pleasantly warm, you are are getting more drowsy. You are completely relaxed. Your arms and legs are like limp rags. You can't and don't want to move a muscle in your body. You are so drowsy. And now you are going to sleep on cloud four. Your head is very heavy. Let it fall comfortably. You are so comfortable you cannot remain awake. You will continue to hear my voice, but you will remain asleep until I awaken you. You will continue to hear my voice while you sleep. When you awaken, you'll feel wonderful, without an ache or pain. You are so sleepy now. Just let yourself fall asleep. That's right. When I count to five, you will be completely asleep, but you will be able to hear me. Sleep, sleep, sleep—one, two, three, going deeper to sleep four, five, and you are now deeply asleep. You are asleep. You cannot move a muscle. Your eyelids are stuck together. They are glued together so that you cannot open them. They are stuck together just as if they had grown together. You cannot open your eyes. Try to open your eyes but you cannot.—See you are asleep and cannot open your eyes. You will now listen carefully and follow all my directions. Your left arm is now growing stiff. The muscles in your left arm are growing stiff and taut. They are getting stiffer, and your arm is now so stiff that it is turning into a bar of iron. Your left arm is a bar of iron and you cannot bend it at the elbow. No matter how hard you try, you will not be able to bend or unbend your left arm because it is so stiff it is a bar of iron. Try it. . . .

"See, you cannot bend your arm. Now as you relax the muscles

in your arm, you are going deeper into sleep. Now relax the muscles. Now concentrate on the muscles controlling your jaw. They are getting stiff and rigid. They are getting so stiff you can't open or close your mouth. The muscles are completely rigid. You can't open or close your mouth. Try it—You can't say your name. You can't open your jaw even to say your name. Try it. See, all your muscles will obey my directions, and you will immediately obey all my directions to you. All right, as I relax your jaw muscles, you will go deeper into sleep. Relax them.

"Now your entire body is glued to where you are reclining. Your entire body feels as if it weighs ten tons. Your body is so heavy you can't move a muscle. You can't rise up. You are glued in that position. No matter how hard you try, you cannot stand . . . See, you cannot stand. As you relax now, you will go deeper into sleep. Relax completely.

"Now that you are deeply asleep, you are able to prevent pain. Your left hand and arm are growing numb. You can feel a tingling sensation as they are getting number, and now you can feel nothing. Now your right hand and arm are getting numb. You are losing all feeling. Both arms feel completely separated from your body. You can feel nothing in either hand or arm. Both arms are so numb that you could have an operation on either of them and would feel absolutely no pain even without any anaesthesia. Now your legs are growing numb. You feel the sensation of numbness going right up your legs from your toes. Your legs are becoming completely numb. They can feel no sensation. No pain or discomfort. Now the numbness will reach as high as your waist. You will be completely numb from your waist down. You will want to be in this condition when you deliver your baby. You will be able to feel the sensation of your delivery muscles moving, but you will have no sensation of pain or discomfort. You will be able to help the doctor when he tells you to push, without any pain. You are completely numb from your waist to your toes. Your arms are still numb too. A major operation could be performed on your body now without anaesthesia. You feel nothing. See, you have reached the condition where you have perfect control over your nerves and muscles. You will want to be here on cloud four when you deliver your baby. You will be able to reach this state easily by yourself or with the help of your doctor, his assistant or myself. When your doctor, his assistant or I direct you,

you will go instantly to sleep and at command you will awaken after the delivery without having felt any pain, and you will feel wonderful. You will have the desire to replay this record often until you have your baby. Each time, you will relax even more.

"When your doctor, his assistant or I want to bring you to this relaxed state, all we need do is to press on your left shoulder and say sleep, sleep, sleep. You will then instantly relax and go deeply asleep. Remember, when any of us press on your left shoulder and say sleep, sleep, sleep, you will go instantly to sleep. While you are asleep the entire delivery of your baby will seem just like ten seconds. If you desire, you will be able to open your eyes without awakening. You will be able to view the entire delivery with complete comfort, and you will stay completely relaxed. After the delivery you will be awakened by our command to awaken. As any of us count backwards from four you will awaken feeling wonderful. You will not have an ache or discomfort of any kind.

"Now, I am going to take the numbness from your body. Now, your arms, legs and body are losing the numbness. Your body is back to normal and you feel fine.

"You shall now awaken as I count backward from four to one. At the count of one, you will awaken feeling fine, without any ache or pains. You will know that you reached cloud four and will be confident that you will easily reach cloud four again, whenever you desire. You will be confident that you will have a discomfort-free delivery. When you awaken you will remember that you were able to relax and to stiffen your muscles more than you ever were able to do before. You will remember that your arms and lower body actually lost all feeling and were completely numb. You will remember that you achieved personal control over all the muscles and nerves in your body. You will have full confidence that you will be able to reach cloud four again at any time and you will have no fears or worries about giving birth to your child. All right, now I am going to awaken you. Four, three, two, awaking, and one. You are wide awake and feel fine and refreshed."

Specialized Medical Hypnotic Therapy

As this volume is primarily intended for reading by specialists in many different professions, it has dealt primarily with basic induction technics and the various types of phenomena of hypnosis.

If we were to illustrate all of the technics which might be used by the medical profession or even a large part of them, there would be no room for anything else. Furthermore, many of the advanced medical technics belong only in a book for psychiatrists as they are beyond the interest of the average reader. The technics for use in relief of pain therapy and in general relaxation therapy can be used by the average general practioner and are of general interest. To those physicians who thirst for more knowledge about the advanced medical hypnotic technics, the following is a list of the types of technics which might bear the reader's investigation.

Direct symptom removal
Direct symptom substitution
Direct habit removal
Supportive therapy
Dental therapy
Regression
Automatic writing, drawing and speech
Scene visualization
Experimental conflicts
Production of hallucinations
Induction of multiple personalities
Production of ordinary dreams
Free association
Body movements
Play therapy

TWELVE

Hypnotism and the Law

THE MEDICAL AND DENTAL PROFESSIONS HAVE ALWAYS DEVOTED CONSIDERABLE TIME AND ATtention to research to discover new and better ways to heal. The radical ideas and approaches of yesterday are the common place medical procedures today. In comparison, the legal field is the standard bearer of conservatism, resting on the principle of *stare decisis*—the past governs the present. It is felt that the legal profession is just now beginning to take a second look at hypnotism and that it too will commence to use it in various areas in the practice of law.

This chapter will deal with two areas for the use of hypnosis in law: outside of the courtroom and inside of the courtroom. The field of personal injury law will be the example illustrated for the former and criminal law for the latter.

Personal Injury Law*

We shall present here three major uses of hypnosis with regard to personal injury litigation: 1) recall of events; 2) detection of malingerers, and 3) detection of antisocial uses of hypnosis.

Recall of Events

If, for example, we should represent a client involved in an

*Reprinted with some changes, from: Personal Injury Law and Hypnosis, by Teitelbaum, M., in *Medical Trial Technique Quarterly,* June, 1963.

automoble accident, the traumatic nature of the accident should certainly be an indication to us that the client's mind might have repressed or forgotten important details of this event. By placing the client into the trance and regressing him to the time of the accident we probably will be able to obtain an actual account of the facts, including position of vehicles, condition of traffic control devices, location of witnesses, description of witnesses, license numbers, etc. With the use of proper induction and questioning technics this information can be obtained without retroactive falsification.

After the information is obtained, the client can be awakened. If he is still amnesic to this material, the transcript may be used to refresh his memory. This material gathering and refreshing process may also be used with witnesses, and with them extra special precautions will have to be taken to avoid the charges by opposing counsel of retroactive falsification by suggestion or of undue influence. Standards of induction and questioning technics acceptable to the courts will have to be developed similar to our rules on the use of leading questions.

Because of the present vulnerability of counsel to charges of undue influence and leading questions and to the use of witchhunt technics of opposing counsel when hypnosis is used, caution should be taken to fall within the acceptable standards, when established. The use of a physician qualified in the induction technics of hypnotism would in itself be insufficient. The hypnotist, or operator, should necessarily be one qualified in induction technics and in approved questioning technics and he should therefore be qualified in both the fields of law and hypnotism.

Even if the use of transcripts of trance adduced material may not be acceptable in the court itself, they still will be of great value in locating other evidence, similar to the use of a non-acceptable confession in obtaining acceptable items of evidence.

If hypnotism could ever be used on adverse witnesses to determine their veracity, it might have a strong salutary effect on those who in a criminal case might tell the truth, but in a civil action might be predisposed to stretch the facts slightly. The very threat of its use might be sufficient.

Detection of Malingerers

Hypnosis can be an important tool to the personal injury lawyer in detecting the malingerer. Although many of our clients may be suffering from psychosomatic disorders and actually think they are injured, there are those who attempt to fool both their lawyers and the courts. The former condition may be an involuntary one arising from a tort, and although this condition may be curable by use of hypnosis, the client has been damaged. The latter condition is one of complete falsification voluntarily attempted by the client, and the lawyer should unmask the malingerer before the case reaches the court.

Dorcus[1] reports two cases of hypnosis as a diagnostic tool in detecting malingering:

A. Color blindness was found to be feigned by the plaintiff who was suing on the basis of a blow on his head while he performed his duty as a ship's officer. He had subsequently been denied a renewal of his navigator's license because he could not pass the color tests. When by use of hypnosis it was determined that he was not color blind, the suit was dropped.

B. A paraplegic condition was found to be feigned by a patient for seven years in a number of hospitals. He had been confined to a wheelchair and stated that he could not move his lower extremities. Under hypnosis he moved his legs easily.

Dorcus commented that although these cases on the surface might seem to be conversion hysteria rather than malingering, in the latter case subsequent observation of the patient found him walking in his room when he did not know that he was being watched.

Detection of Antisocial Uses of Hypnosis

The third major use of hypnosis to be treated here is the detection of antisocial uses of hypnosis. Let us just examine what several of these antisocial uses encompass, such as the false witness and the commission of a tort by use of suggestion.

A witness may give false testimony: a) voluntarily, as described above; b) by waking suggestion under examination or by newspaper accounts, and c) by prior suggestion received while he was under hypnosis.

We are well aware that many people, and especially children, can be easily influenced by direct suggestion while being examined in court. Forel[2] in 1907 wrote

> "In the terrifying procedures which witnesses frequently are subjected to, and in the manner in which they are turned and twisted by the barristers, they will certainly often be induced to make statements which depend on suggestion. Bernheim and I are at one in this. The contradictions which one accuses them are not always conscious lies: they are not seldom the results of suggestion."

At the Luetgert trial in Chicago shortly before the turn of the century, a thirteen year old girl, in giving evidence for the prosecution, stated that she had seen Luetgert and his wife go up a lane near the factory on the night of the murder. In cross-examination she said that her former statements were untrue, that she was at home all evening, and had been paid by the police to give false evidence. After the lawyer for the defense had taken his seat in glory, and the child had a chance to think over the admissions she had made under the bulldozing suggestions of the defense's lawyer, the judge turned *quietly* to her and asked if she had actually seen Mr. and Mrs. Luetgert on that eventful evening. Her reply was, "Yes, sir; I did." There is no doubt that this girl was an hypnotic subject.[3]

This influence by waking suggestion need not only arise in the courtroom. It can arise quite easily beforehand upon preliminary questioning by counsel or their investigators, and without either party being consciously aware of this influence.

Newspaper accounts still have a great bearing on testimony of witnesses. Von Schrenck[4] cites the triple murder case of Johann Berchthold where no less than eighteen witnesses gave testimony under oath, and that testimony was subsequently proved to be false and due to the innumerable newspaper accounts of the crime. Von Schrenck concluded:

> "In short, the result of this proceeding, which is so very interesting for the doctrine of suggestion, teaches that the authorities still lack a proper knowledge of the suggestive factor in law cases; that the number of persons who give evidence on oath in good

faith untruthfully and inexactly is much greater than one usually supposes."

With knowledge of the tools of hypnosis such as memory substitution, suggested amnesia and suggested seal one need only let his imagination loose to see how easy it would be for a skilled hypnotist prior to the trial date to get innocent individuals to testify in good faith to a set of facts which to them were true, but yet never existed. How many hundred thousand dollar verdicts would such a man need to make it worthwhile for a few suggestions given to a false, key witness?

The use of hypnosis to further the commission of a tort is another area of antisocial use. Polgar[5] reports a case in Norway where anesthesia of the arm was suggested to a subject in the trance. The subject then shot himself in the arm when instructed. The purpose was to collect his insurance money. A person need not use hypnosis only on himself to commit a tort. Von Schrenck[4] reports of a case where a medical student hypnotized a cousin of his whom he caused to be pregnant. He suggested to her the symptoms of abortion for a definite time and the abortion set in at the required time.

What about the unhappy husband who hypnotizes his wife into driving over a cliff or on the wrong side of the road? Perhaps she might not do this by direct suggestion, but by using all of the full armamentarium of hypnosis such as illusions, hallucinations, falsification of situations, post-hypnotic catalepsy and implantation of motives a hypnotist easily could achieve a result similar to the foregoing.

In many cases hypnosis may not be available to aid in the detection of antisocial uses of hypnosis. Where it can be used, the prior use of suggestion can be quickly detected. In any event, the familiarity with hypnosis and its characteristics should tend to make suggestible persons stand out. Bernheim[6] in 1887 presented some indications which may serve to establish the differential diagnosis between true evidence and evidence falsified through suggestion. Several of his suggestions, the avoiding of leading questions and the separating of witnesses, have already been incorporated into our rules of procedure. Others, such as the medical examination of a

witness by a physician for suggestibility, the deliberate mis-statement of previous testimony by the examiner and the hypnotizing of adverse witnesses have not yet been accepted.

Conclusion: There is a wide area of use for hypnosis in the field of personal injury litigation to obtain all the facts of an event, to locate witnesses and to refresh the memory of witnesses. Hypnosis can be used further to ween out malingerers from the courts and to detect witnesses under the influence of suggestion. Since this is a new field for the use of hypnosis, standards should be established for induction and interrogation technics to prevent the mis-use of hypnosis. If we skillfully apply hypnotism as a legal tool, professional and public approval should follow.

Admissibility of Hypnotically Adduced Evidence*

Legal History

In 1897, the American court system first considered the question of the use of hypnosis as an evidentiary aid in *People v. Ebanks.*[7] The defense had attempted to qualify a witness as an expert hypnotist and to enter his testimony that the defendant had extra-judicially denied his guilt of murder while being hypnotized. The lower court sustained an objection to the testimony, stating that "The law of the United States does not recognize hypnotism."

For fifty-three years the matter rested. In 1950, in *State v. Pusch* a recording of an extra-judicial interrogation by a psychologist and defense attorneys of the defendant while hypnotized was ruled inadmissible in a murder trial on the basis that no case had been found permitting similar evidence to the introduced.[8]

Commencing with World War II with the treatment of "war neurosis" there has been a great resurgence in the use of hypnosis by the medical and dental professions, culminating in its endorsement by the Council on Mental Health of the American Medical Association. Following a two year study the Council stated:

*Based on a paper presented by the author at the Medico-Legal Seminar of the Ohio State Bar Association District One Meeting on April 6, 1963, and at the 14th Annual Conference of the National District Attorneys Association on August 8, 1963. Reprinted from 8 St. Louis U.L.J. 205 (1963).

"There was unanimous agreement that there was no need at this time to question the validity of the various phenomena elicited by the hypnotic techniques.

". . . a variety of phenomena may appear spontaneously or in response to verbal or other stimuli. These phenomena include alterations in consciousness and memory, increased susceptibility to suggestion, and the production in the subject of responses and ideas unfamiliar to him in his usual state of mind."[9]

In 1959, the California Supreme Court in *Cornell v. Superior Court* pointed out that the use of hypnotism for the purpose of recall of memory lost through intoxication, shock or passage of time is recognized by medical authorities. On petition for mandamus, the Court issued the writ permitting defense counsel to examine the accused with the aid of a *skilled and experienced hypnotist who had been a practicing demonstrator and teacher of hypnotism for fourteen years and who alleged that he had a great deal of success with hypnotic recall*[10] (emphasis mine).

Two years later the same court in *People v. Busch* ruled that a medical doctor was not competent to testify as to the defendant's frame of mind at the time he committed the crimes charged insofar as the physician's opinion was based upon information dependent on use of hypnosis where: 1) a proper foundation was not established to reliability of hypnosis, or 2) qualifications of the witness to give an opinion on the state of mind of the accused on occasion of homicides involved, based on the use of hypnosis.[11] In contrast to the *Cornell Case,* supra, the medical hypnotist here testified that he had only been specializing in the field of hypnosis for less than a year and that he had never had occasion to qualify as an expert witness in a criminal case on the subject matter of a defendant's frame of mind at the time he committed a crime.

As to the question of reliability the Court stated:

"At the very least, some showing of its [hypnosis] successful use in the examination of others than the defendant for the same purpose, either by the witness or by other experts in the field, would appear to be required."

In other words, the defense failed to obtain an experienced medical hypnotist and failed to lay a proper foundation for the physician's

testimony by not bringing in any one of the large number psychiatrists who daily use hypnosis to determine the state of their patients' minds.

Another important feature of this case of *People v. Busch* is that there was no attempt to submit judicially or extra-judicially obtained, hypnotically adduced, testimony.

Thus from the first case in 1897 until 1962 there had been no attempt in the United States to introduce judicially obtained hypnotic testimony in evidence.

The Nebb Case[12]

Arthur C. Nebb was thirty-eight years of age and his wife, Bernice, was thirty-six. They had been married some fifteen years and a divorce action was pending. Arthur had been living in California and had not been seen in the Columbus, Ohio area since June, 1961. Bernice was living in the Nebb house with their daughter, Camelia. Across the street lived Camelia's finance, Nelson Stepp, and his cousin, Estel Stepp.

On the evening of September 14, 1961, Camelia invited both Nelson Stepp and Estel Stepp to her home to make pizza. Bernice was at home. At approximately 8:30 P.M. Nelson and Camelia drove to a neighborhood grocery about two miles away to obtain some pepsi cola and potato chips. They testified that they were gone not over fifteen minutes.

Arthur Nebb arrived at the home just as Nelson and Camelia left. He told the Franklin County Prosecutor[13] that he observed through the window Bernice and a man (Estel Stepp) embracing in the living room and that they then walked to the master bedroom where he again observed them through a window. He saw them remove clothing and commit an act of sexual intercourse. Arthur immediately drove some six or seven miles to his friend's house, told the friend, Jesse Oliver, that he had caught his wife in bed with a man, requested Oliver to follow him to be a witness and drove back to his home. Arthur kept a .22 caliber gun in his truck and carried it with him when he entered the house.

Bernice testified that when Arthur opened the door, she and Estel were sitting on one section of the three-piece davenport and Camelia

and Nelson were sitting on another section. Arthur shot once and hit Estel and then emptied the gun at Camelia, who received a number of non-fatal wounds. Estel was dead on arrival at the hospital.

Arthur's friend, Jesse Oliver, did not arrive at the scene until after the shooting.

The grand jury indicted Arthur for first-degree murder. The Prosecutor was willing to accept a plea of second degree murder, as he considered it to be a hot-blood killing without premeditation. The defense decided to try the case.

During the trial no evidence was presented by the Prosecutor which would indicate any wrongful conduct by Bernice and Estel, and Bernice was not allowed to testify as to what occured in the house while Camelia and Nelson were at the grocery store.

Arthur Nebb testified as to his background and family discord and then related the events up to his arrival at the Nebb house the first time on the evening of September 14, 1961.

At that point, on Friday morning, June 8, 1962, the jury was temporarily excused, and, by agreement of counsel, Dr. T. R. Huxtable testified as an expert witness on hypnosis. Dr. Huxtable stated that he was head of the Treatment Center of the Ohio State Juvenile Diagnostic Center, that he was a medical doctor specializing in psychiatry since 1950 and that he had been placing persons under hypnosis for nine years, having studied hypnosis at the New York Institute of Neurology.[14]

Dr. Huxtable further stated that under hypnosis "the statements you get usually are fact." He then qualified this to exclude subjects with certain types of mental disorders. Dr. Huxtable stated that hypnosis is "the royal road to the unconsciousness" and replied affirmatively in answer to the question, "Would the statements made by a person under hypnosis, with medical certainty, reasonable medical certainty, be held to be a truthful, correct statement?"

Dr. Huxtable further testified that he had placed Arthur Nebb in an hypnotic trance on two occassions and that the trance statements Nebb made to him were factual.

Thereupon, the defendant, Arthur Nebb, was placed in an hyp-

notic state by Dr. Huxtable and was tested for depth by suggested numbness of the arm, arm catalepsy and regression to the fifth grade. The Prosecutor tested the glove anesthesia of the arm by use of a pen knife and when the subject was regressed to the fifth grade, Arthur wrote his name as he did then, including a mis-spelling of his middle name. The mis-spelling was compared with a bible in which Arthur had written his name on the flyleaf at that previous time and determined by the Prosecutor to be similar to his fifth grade spelling and unlike the subject's adult handwriting. The bible had been won by Arthur as a prize and he had then written his middle name as "Clition" instead of "Clinton."

Under questioning of Dr. Huxtable and counsel for both sides, Arthur related the same story as he had previously told the Prosecutor, including the fact that he did not see Estel Stepp in the room when he shot at his estranged wife.

That afternoon the State moved to amend the indictment to delete the words "purposely" and "of deliberate premeditated malice" and substituting therefor the word "unlawfully," to which amended indictment Arthur pleaded guilty.

The Prosecutor subsequently stated[15] that he reduced the charge because, while observing the hypnotic interview of Arthur Nebb, he became convinced that Arthur was telling the truth and that it was an intentional killing with sufficient provocation—manslaughter.

Procedural Questions

Although Dr. Huxtable was of the opinion that Arthur was telling the truth, the sparse literature on the subject indicates differences of opinion as to the question of the general reliability of hypnotically adduced statements. Reliability or non-reliability under hypnosis can only be determined as to each specific subject and based up the technics used, the subject's reactions, controls to determine reliability, skill of the hypnotist and other related factors.

Certainly Dr. Huxtable did not lay a sufficient foundation in this case that the subject was telling a factual account. Dr. Huxtable did not instruct the subject to tell the truth. He did not motivate the subject to want to tell the truth. He did not set up any conditioned reflexes which would automatically signal the telling of an

untruth. He did not interrogate the subject to determine if the subject had been pre-suggested to give certain answers.

The fact is that the subject actually lied at one time while in the hypnotic trance. First he testified that he told Jesse Oliver, "I got them both"[16] and then after leading and suggestible prodding from Dr. Huxtable he stated that he actually said, "I ought to kill them both."[17] At this point a conditioned reflex would have indicated that either the first or the second statement was false and whether the latter was the result of improper suggestion of the expert.

Further, all the examiners used other leading and highly suggestible questions with the subject. One of the worst indirect suggestions was the Prosecutor stating,[18] "If he can tell me where the gun is, I'll buy the story."

The Precedent Set by the Nebb Case

Although there was no judicial determination of the admissibility of the hypnosis test or of Dr. Huxtable's testimony and despite the obvious failure to establish a complete foundation for such admissibility, the *Nebb Case* must be considered as a landmark. The fact that the Court and adverse counsel were able to view the entire proceeding and make their own determination as to the credibility of the hypnotized witness is the most important aspect of the case—the first time in the history of American jurisprudence that a witness was hypnotized in the courtroom.

Certainly in the *Ebanks Case* and the *Busch Case* the testimony of the hypnotist and in the *Pusch Case* the recordings properly were not admissible, since the juries would not have been able to observe the demeanor of the hypnotized subject and to determine for themselves the question of reliability of that particular subject, as in the *Nebb Case*.

With Nebb, even with the one obvious mis-statement given by Nebb, the Prosecutor (and the hundred spectators in the courtroom) was convinced that in general Nebb was telling the truth.

The Value of Hypnosis in the Courtroom

There are five obvious areas for the use of hypnosis judicially:

1) to obtain a truthful narration of an event or events from the witness; 2) to allow the witness to recall events no longer in his conscious memory in order to obtain objective evidence; 3) to detect malingerers who allege a ficticious physical condition; 4) to ferret out the witness giving false testimony before being hypnotized, and 5) to determine if hypnosis was used to commit a crime or to evade conviction for a crime.

The meagre case law has actually dealt only with an accused in the first area and the courts have concerned themselves with the reliability of hypnosis to obtain a "truthful" narration. There would seem to be much less grounds for objection to the use of hypnosis in the latter four areas, as a negative finding would be of no value to either side and a positive finding would react adversely only to the witness-subject. Why should not the *adverse* side be allowed to offer to hypnotize a witness in the presence of the jury following the witness's direct testimony and/or to ask the witness if he will submit to such an examination? (The induction could take place outside of the courtroom so as not to delay the proceedings). These areas might first be explored by means of stipulations in selected cases.

The remainder of this chapter will deal only with the first area—hypnotizing an accused to obtain a true narration of an event or events.

It is contended by the author that reliability in general should not be the issue in determining the admissibility of hypnotically adduced testimony of the defendant when this testimony is given in the presence of the court or jury. General reliability has been the test of admissibility in two other types of examinations: lie detector tests and the use of truth serums.

Lack of reliability in that the lie detector has not yet attained scientific acceptance as a reliable and accurate means of ascertaining truth has been the primary ground for the rejection of the admissibility of the results of lie detector tests when offered in evidence for the purpose of establishing the guilt or innocence of one accused of a crime.[19] The objection seems to be well founded, since the interrogation is normally conducted outside of the courtroom, in private, usually by a police officer representing the prosecution, with-

out a means of bringing forth narration from the examinee and the results are interpreted by one person. The court or jury would thus be placing the fact finding responsibility with a machine and an examiner of questioned ability and objectivity.

Truth serum tests occupy much the same position as lie detector tests.[20] In the case of *Freeman v. New York Central Railroad Co.*,[21] dealing with the use of sodium amytal, the Court while stating that "The medical testimony conclusively establishes the fact that the use of sodium amytal could produce any one of four results, i.e., truth, falsehood, fantasy or response to suggestion" and "It is apparent that the use of the term 'truth serum,' in describing the drug, is a misnomer," did hold that testimony was admissible based upon refreshed recollection by such means.

The objection to the admissibility of truth serum testimony seems also to be well founded in that the chemistry of each human body is subject to different chemical reactions, the interrogation requires privacy, the same depth of influence cannot be maintained, there are no adequate tests to determine the depth of influence, the condition required cannot be maintained for long periods and cross examination is difficult. Advantages of the use of truth serum over lie detector tests are that the tests are conducted by independent medical experts and a narrative testimony can be obtained with the possibility of obtaining unfound objective evidence. Basically, though, the use of truth serum also takes the fact finding out of the province of the jury or court and places it in the hands of the examiner.

How does hypnosis differ from lie detector and truth serum tests to justify the position that it should be allowed as a courtroom procedure? The primary difference is that hypnotizing a witness in the courtroom does not leave the decision making to the examiner, and thus *general reliability should not be the test for its use.* We leave it to the jury or court in ordinary procedures to determine the credibility of the witnesses, so why can't we leave it to them to determine the credibility of testimony adduced by use of hypnosis? Further, the witness can be subjected to the usual extensive cross examination while hypnotized. With hypnosis the subject can be kept in the trance for extended periods, the depth can be determined

and conditioned reflexes can be established to signal the telling of an untruth. Granted, the depth of trance reached depends both on the subject and the skill of the operator and in certain cases a deep enough trance might not be obtained for a compulsion of the subject to tell the truth. Yet, all of this would be available for observation by the court and jury and for cross examination, comment and use of expert witness by the adverse side.

Since hypnosis is a mental science and not a physical science, why should we ever demand that it be proved 100% reliable? Such a proof is impossible, as with ideas of extent of permanency of certain injuries, religion, psychiatry and other areas dealing with thought and mental processes.

It is therefore recommended that the test of general reliability with regard to hypnosis be discarded and that the courts concern themselves on a case by case basis as to whether in each particular case a proper foundation is established for its admission and that proper procedures are used in the courtroom to insure that the province of the jury is not invaded.

How to Lay the Foundation

If we have laid to rest the question of the reliability of hypnosis in general, the question of the reliability in the specific still remains. In order for the triers of the facts to accept the results of the hypnotic interview, a proper foundation for such acceptance must be laid in each case.

Assume a defense attorney has a client who is unable to recall completely an event or has no witness to corroborate his recollection, and an expert hypnotist is called in.

The expert should first obtain a knowledge of the objective evidence and thoroughly interview the accused (before hypnosis) with regard to his background, his recollection of the matter in point, his knowledge of hypnosis and any hypnotic experiences of the accused. This interview should be taken down by a stenographer for detailed comparison with later interviews.

The expert should then prepare in cooperation with defense counsel a written list of questions to be asked of the accused under

hypnosis. Care will need to be taken to avoid leading and suggestible questions.

The induction of the accused should follow a standard procedure and should include such tests as eye closure, relaxation, muscular catalepsy and glove anesthesia (light trance tests); automatic movements, recall, trance visions and suggested amnesia (medium trance tests) and visual hallucinations, revivification of past events and post hypnotic suggestions (somnambulism tests). It should be noted that to obtain recall, where the subject speaks in the past tense while remembering, the medium depth only is required, while the subject must be in the somnambulistic depth in order to actually re-experience a prior event. The loss of present indentification and awareness is not necessary in order to obtain recall.

A tape recorder should also be used for the trance induction and trance interviews.

After obtaining the maximum depth with the subject, he should be thoroughly re-examined and tested to determine if he had ever been hypnotized before, his capability of self-hypnosis and if there had been any hypnotic pre-suggestions with regard to the telling of truth and the matter at hand. The technics will not be further dealt with here.

The next step would be to implant certain conditioned reflexes to signal the telling of an untruth. Several examples will be illustrated.

1) Hyperaesthesia of an arm could be suggested and the subject made to feel acute pain. Relief of that pain could be obtained by suggesting that the rubbing of the back of the head by the sensitive arm would achieve the result. The subject would then be told that the telling of a lie, no matter how slight, would cause the pain to re-occur. This would be firmly established by forcing the subject to lie with regard to questions as to his name, age and place of birth.

2) Instead of a pain stimulus and response the subject could be caused to involuntarily blink his eyes or twitch his thumb.

The number of tests is limited only by the amount of ingenuity of the hypnotist.

The subject should then be motivated to tell only the truth through such technics as giving him a feeling of pride in so doing,

by perhaps suggesting a trans-identification of the subject into a different personality and, of course, the subject should be commanded only to tell the truth.

(At this point the question must be raised as to whether those few researchers who reached opinions as to the reliability of hypnosis based them merely on a suggestion to tell the truth given to subjects or if they first properly conditioned the subjects and established controls).

With the preliminary, and most important, conditioning concluded the expert should then by use of the prepared written questions cover the facts related to the court action.

Subsequent to the hypnotic interview, in the event that counsel feels that the accused should testify under hypnosis in the courtroom, adverse counsel should be notified. The transcript, tape recording and expert's written opinion should be made available and an offer presented to allow the adverse side to interview and cross examine the accused under hypnosis. A transcript and tape recording should also be made of these proceedings if undertaken by adverse counsel.

At the time of trial and reinduction of the accused, all of these materials should be made available to the court.

At this point the reader should be aware of the tremendous potential hypnosis has as an investigatory technic, even if it is not felt necessary to use it in the specific case as a courtroom technic. Further, its use is not restricted to the criminal area, as it may be of equal value in investigating business transactions, labor problems and many other legal areas.

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15. *Op. cit. supra,* note 13.
16. *Op. cit. supra,* note 14, at page 33.
17. *Op. cit. supra,* note 14, at page 34.
18. *Op. cit. supra,* note 14, at page 40.
19. See 23 ALR 2d 1306 for a review of the cases on lie detector tests.
20. *Op. cit. supra,* note 13.
21. 86 Ohio L. Abs. 307, 1960.

THIRTEEN

Hypnotism and Crime

Criminal Uses of Hypnosis

DURING THE PAST DECADE, KNOWLEDGE OF HYPNOSIS INDUCTION TECHNICS HAS BEEN OBTAINED by an ever enlarging percentage of the public. With the increase in the number of patients now being treated with the aid of hypnosis as a medical tool and the large amount of publications on the subject, the so-called "secrets" of hypnotism are becoming available to everyone, qualified or otherwise. There is no question that the number of criminal incidents related to the use of hypnotism will increase.

When one becomes familiar with the characteristics of hypnosis and the phenomena obtainable through its use, he must come to one conclusion: that the relatively few reported cases in America of hypnotically induced crimes is insignificant as compared with the potential number of undiscovered crimes of this nature.

Just as the number of reported cases of any particular disease increases tremendously upon discovery of that disease's respective characteristics and nature, so too it takes knowledge of hypnotism to unearth cases where it has been used, and even with this knowledge the skilled use of hypnosis for antisocial ends may defy detection.

To prepare ourselves for the detection and prevention of antisocial uses of hypnosis it is essential that we investigate: 1) various areas in which it might be applied by the criminally disposed, and

2) the probable technics to be used. This section will concern itself with the use of hypnosis by the criminal.

History and Analysis

The study of hypnosis as related to crime was first seriously undertaken shortly before the turn of the century by Liégeois,[1] Von Lilienthal,[2] Hoefelt,[3] and Von Schrenck.[4] The possibilities of the antisocial use of hypnosis were quickly recognized, but it was generally felt that the existing laws were sufficiently preventative. Subsequently other authorities on hypnotism attempted to negate some of the possibilities of criminal use of hypnosis. Forel,[2] in 1907, felt that a general knowledge of hypnotism by the general public would put it on guard and that the hypnotist often has only a tenuous control over the subject, preventing any hypnotist from attempting an antisocial suggestion.[5] Even Forel admitted, though, that all of these safeguards of hypnotism are almost completely useless against certain better somnambulists. In Europe there have been a good number of documented cases of the antisocial use of hypnosis.

In the United States the controversy concerning crime and hypnosis began at a later date with Erickson holding that no hypnotic subject would accept a suggestion knowing it to be criminal or dangerous in its nature.[6] Wells,[7] Watkins,[8] Young,[9] and other prominent physicians and psychologists took up the issue, refusing to accept Erickson's viewpoint. Their contention is that any good hypnotic subject can be induced to commit a crime if the nature of the act is properly concealed from him.

Among authorities today there is not much doubt that a subject can be made to commit criminal or immoral acts which would be against his normal waking-state will.[10] Beside this large area of criminal uses of hypnosis whereby the subject commits the wrongful act, there is also the area where the hypnotist himself commits the wrongful act and then uses hypnosis to evade the law. We shall first deal with acts by the subject and then take up acts by the hypnotist.

It is suggested that every person has a critical point—that point in the hypnotic trance when he will be able to refuse to act upon a suggestion. The reaching of this critical point is determined by

five primary factors: 1) the depth of the trance; 2) the degree of the subject's ability to counter-suggest; 3) the moral and religious character or survival instinct of the subject; 4) the extent of the suggestion, and 5) the technics used. In order to make the subject follow a given suggestion to commit a wrongful act a combination of these five factors in a favorable degree must be obtained by the hypnotist.

The greater the depth of the trance, the more the subject's conscious mind becomes passive and his ability to rationalize and to evaluate the nature of the suggestions lessens. The more experience the subject has with controlling his own hypnotic state, the better is his ability to refuse to act upon a suggestion. The more moral or religious a person is in his normal waking state or the greater his instinct to survive, the more difficult it is to make him commit a wrongful act or to place his body in danger. The more pronounced or obviously dangerous the nature of the suggested criminal act, the less chance of its being enacted. A subject may knowingly forge a signature yet refuse to knowingly kill another. Finally, the greater the ability to conceal the nature of the suggested act from the subject, the greater the chances of its enactment. The technics used for such concealment are based upon the previously mentioned characteristics of hypnosis.

Thus the criminally inclined must keep these five factors in mind so as to prevent the reaching of the critical point in the subject. If all five factors are strongly in the hypnotist's favor, most likely the critical point would never be reached. It is felt that the fifth factor is the most important. If the operator skillfully applies the proper technics, this factor will outweigh all of the others.

To illustrate the possible approach by the criminal to use hypnosis as an aid to crime, examples will be presented of technics available to suggest three types of acts to be committed by subjects.

Murder

Machinegun Mack wants to kill Pistol Pete. Machinegun Mack is an experienced hypnotist familiar with all of the characteristics and technics of hypnosis. Gentle George is hypnotized by him and is regressed to a time five years earlier. Gentle George under sug-

gestion relives a false event whereby he sees Pistol Pete in a Russian uniform killing American prisoners. Then Gentle George sees himself as, and assumes the character of, an American counter-espionage agent with orders to kill this greatest enemy of the United States who is now in our country as an alleged spy. This memory and the hate and partiotism motives are implanted in Gentle George. He is told that until he commits the act he will have a powerful urge to so act and upon its completion will feel a great surge of pride and a relaxation. He is told further that he can be hypnotized by no one else and will not remember upon awakening that he was ever hypnotized. By post-hypnotic suggestion he is told where to purchase the gun and where to kill Pistol Pete.

With these facts it is easy for a skeptic to assume that the critical point would be reached and the subject would refuse to act. Suppose we further add that Gentle George is made to believe that this is merely a play, and the hypnotist further hallucinates his sense of vision so that he believes that the gun is a water pistol or that Pistol Pete really has on a bullet-proof vest? The more technics used, the greater is the probability of the crime being committed by the concealment of its true nature.

It might be argued further that even if the crime were committed, if Gentle George were placed on the witness stand, he would tell all. The use of suggestions of amnesia for act of being hypnotized and that no one else could hypnotize Gentle George counters this argument. In addition it could be suggested that if Gentle George did or said anything against Mack, George would immediately be subject to an unbearable headache, that he would be subject to great nervous tension and would make hesitating and stuttering statements when he took the witness stand. Mack could further state that in the courtroom, if Mack should blow his nose, George would immediately confess to the court that any mention of Mack by him was a lie.

Check Forgery

With check forgery there is even less chance of a refusal by the subject to act or discovery afterward. The nature of the crime is not as dangerous to the subject's safety, nor are the consequences as severe,

if he is discovered. If the subject were made to forge checks, cash them and then turn the proceeds over to the hypnotist, it would be exceedingly difficult to tie the hypnotist to the crime, since there would be no evident connection, such as Machinegun Mack's rivalry with Pistol Pete. What if, instead of having the subject forge signatures, he were made to sign his own checks, believing them to be for autographs? Here there would be no crime to be committed by the subject and no possibility of his being placed on a witness stand and threatened with punishment. What if a memory had been substituted in his mind that he owed the hypnotist money? After the checks were cashed, how could he show that this was extortion and not just payment for services rendered or even a gift. Of course, here again suggested amnesia for the act and a suggested seal to prevent a rehypnotizing would be employed.

Gift by Will

With this example, let's remove all possibility of the subject being rehypnotized at a later time and telling all. Wealthy widow Grandma Gilda is hypnotized by Hypnotist Harry. She is regressed to various periods in her life and memories are substituted, in which memories Hypnotist Harry befriends her and also advances her sums of money. She is given the suggestion that post-hypnotically she will execute a new will making Hypnotist Harry her beneficiary. Before she is awakened she also is given the suggestions of amnesia for being hypnotized and the seal to prevent others from hypnotizing her. The next day she goes to her lawyer and executes a new will by subconscious direction. Five years later she dies and Hypnotist Harry is the named beneficiary of her estate. Was a crime committed? Is it a crime to suggest to someone that you be included in his will? Is this type of suggestion undue influence? Who can prove that the suggestion was made or that Hypnotist Harry made it, since the subject is dead?

From the foregoing we can see that there are varying degrees of criminal and immoral acts and various technics to be used to force subjects to commit them. In the face of our current knowledge of hypnotism and these varying degrees of antisocial acts, it is difficult

to deny that an individual will commit an antisocial act under hypnotic suggestion.

The technics illustrated also could be used to commit such crimes as espionage by forcing a subject to pass on classified information, industrial espionage, unduly influencing businessmen to sign unfavorable contracts, obtaining formulas and sex crimes.

There are many types of acts which could be committed under suggestion where the acts in themselves are not criminal in nature, but the hypnotist could derive great financial benefit, such as the obtaining of insider's information with which to successfully buy or sell stocks and the procuring of advance knowledge on the location of new highways and public projects.

Now we come to the second area of possible use of hypnosis to aid crime—the evasion of conviction for a crime already committed. Four possible approaches will be illustrated.

False Confessions

Robber Red has successfully robbed the safes in fifteen business establishments over a period of six months, garnering for himself the tidy sum of $67,000. He would now like to spend the money freely without centering suspicion upon himself. After each of the robberies he had taken the time in writing to detail every aspect of the episode. Now all he need to do is to find a good hypnotic subject, regress him, substitute the details of the robberies into his memory, give him the locations of several caches of merchandise and small amounts of identifiable money or checks stolen, allow the subject to determine how he was able to arrive at the sites of the robberies without family or friends knowing, suggest amnesia for the hypnotic trance, place the seal, implant a compulsion to confess and plant any other motives and emotions required within the subject so that there would never be any chance for discovery.

False Alibi

Just in case the confessor above should ever be able to withdraw himself from the original influence of Robber Red so as to piece together any part of the plot and to convince the authorities

that Red was involved in the robberies, an alibi would be convenient. In the same way that the false memory of the robberies was implanted, Red could take another good subject and implant in his memory the "fact" that Red stayed at his house during the nights of each of the robberies and on many other occasions. The same use of motives and emotions could be used along with the other technics.

False Witness

Robber Red might still feel insecure. He could find a third subject, implant within him the memory of witnessing one of the robberies and have him identify the false confessor as the man he observed at the scene.

Polygraph Distortion

It might seem that Robber Red had quite well taken care of all of the possibilities, except that the authorities might wonder where he obtained the $67,000. What if Red submitted to a polygraph test to prove he was not connected to the robberies. Would he be successful?

The ordinary police polygraph records three physiological factors: blood pressure, respiration and the psycho-galvanic reflex. Could Red control these physiological factors by direct suggestion so that the respective readings would not vary from normal when he lied?

Gorton points out that hypnotically induced emotional changes can alter electroencephalographic recordings and many other neurophysiological functions.[11] Fulde reported that suggested excitement brought about increased respiration.[12] Reiter states that his experiments evidence that by means of suggestions pronounced changes can be provoked in fields of function which are regulated by the involuntary nervous system such as respiration and blood pressure.[13] Levine reports that the galvanic reflex is subject to alteration under hypnosis.[14] Other authorities have also indicated that these physiological factors are subject to hypnotically induced control.[15]

In the event that Red were able by self hypnosis to control these factors, it would not be necessary for him to hypnotize himself at

the time of the polygraph recording. Wolberg states the physiological responses can be conditioned by emotional stimulation while the subject is hypnotized but that after training mere cue words could be used with the subject being in a normal waking condition.[16] Thus Red might consciously lie and yet control his body so as not to record a change in any of the recorded factors.

Let's go even further. In the event that Red might not be successful in fully controlling his autonomic nervous system, he could hypnotize himself and give himself the post hypnotic suggestion that, upon his awakening, he would have complete amnesia of the enactment of his crimes so that at the time of the polygraph recording he would not be consciously aware even that he was a criminal!

In summary, it is apparent that most criminals would not be so skillful in hypnotics so as to use all of the technics illustrated, yet it might not take a great deal of skill to avoid detection or punishment. To discover crimes of this nature requires law enforcement agencies with men skilled in hypnotics who might recognize possible hypnotically induced situations and who would have the ability to unravel the subterfuge. This is a very challenging field of endeavor.

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FOURTEEN

Governmental Uses of Hypnosis

Enforcement of Law

WE HAVE SEEN IN CHAPTER THIRTEEN THAT HYPNOSIS CAN BE USED AS A MEANS FOR FURthering the commission of crime, and it becomes quite apparent that both law enforcement agencies and the public should be cognizant of all of the phenomena of hypnotism so as to be in a position to become aware when it is being misused. In addition, it is obvious that the knowledge and use of hypnosis would be of benefit to the law enforcement agencies with regard to the development of investigatory technics.

It has been a rather common occurrence to find that many criminals will confess to the crime when confronted with a polygraph machine. Their belief that this machine will unerringly show that they are not telling the truth in their proclamations of innocence often has caused the suspect to give a complete report of his activities, which the polygraph machine would not have been able to produce. It is felt that the same amount of use of hypnotic technics by the police would have the same salutory effect in producing voluntary confessions extra-hypnotically. Of course, the experienced and knowledgeable criminal knows that he does not have to submit to either a polygraph examination or to being hypnotized and he would certainly resist any attempt to be hypnotized. Furthermore, an involuntary hypnosis induction would undoubtedly be

considered an invasion of the suspect's rights and the testimony derived therefrom inadmissible in a court of law. Yet, if this inadmissible testimony were to lead the officials to objective evidence, such as the secreted gun or the "loot," these objective items of evidence would be admissible.

Without going into the ethics of its use, we will merely present here a technic for involuntarily hypnotizing a criminal suspect.

Involuntary Induction Technic

"Good morning, Mr. Dillinger. I am Dr. Malone, the court-appointed physician in charge of the health of prisoners. It is my duty to examine each new prisoner to determine his physical health and to report if any special treatment is required.

"At this time I am going to take your blood pressure. I am going to wrap this instrument around your arm, pump it with air and determine your blood pressure.

"First, I want you to lay down and become as quiet as possible, as I want to get the lowest reading. I want you to relax completely and try not to think of anything in particular.

"The reading obtained is a little high and I believe that you are somewhat tense. If you don't mind, I will show you how to relax more completely and perhaps you will be better able to enjoy your stay in these quarters. If you will just close your eyes and relax your eyelids, I think that we will be able to get that feeling of relaxation throughout your entire body. Just relax your eyelids completely. Now concentrate on relaxing your arms. Just let your arms become like limp rags and when I lift them up, let them fall to the cot just like a dead weight. That's fine. Now we'll do the same with your legs. See, you are relaxing much better.

"I'll take your blood pressure again and see how well you've done. Oh, that's fine. You've relaxed considerably more than before. Let's go through the whole procedure again and keep your eyes closed all the time.

"First, relax the eyes. Now relax the arms. Relax the legs. Just relax your entire body. Make yourself completely comfortable. If you have relaxed completely, you will find that you are so comfortable and relaxed that your eyelids won't open. Now just relax your eyelids completely and when you feel that they are completely relaxed, you may try to open them. If you cannot open your eyes you will find that you have relaxed yourself completely. All right,

relax them completely and now try to open them. See, you have relaxed so well that you are unable to open your eyes."

(Proceed to use technics to deepen the trance state. Regression may then be obtained, the subject induced to tell the truth, conditioned reflexes established to signal an untruth and the subject questioned about the commission of the crime.)

Granted, it might be extremely difficult at times to induct into the trance state the person who committed the crime and to obtain a confession from him. Undoubtedly, many times the critical point would be reached when the subject would refuse to confess to the details of the crime even though he were placed in a trance state. This might be achieved by using an indirect route as follows:

"Mr. Dillinger, now that you are in a deep hypnotic trance state, I am going to show you some wonderful things which you can do. It is possible for us to change your personality and character into that of another person. When I count to three, you will no longer be John Dillinger. Your name will be George Washington and you will become, in fact, the same person as George Washington, who never told a lie. Furthermore, George Washington was always looking out for the interest of his country and his fellowmen, not himself. He was a wonderful man, well loved by all of his fellowmen, and whenever he saw somebody committing a wrong, he was always the first to point out this wrong so as to help correct the wrongdoer. You are now George Washington. You have never done any wrong in your life and have nothing to be afraid of. In fact you will derive a great deal of pleasure in being able to tell of the wrong doings of people that you know. You will have no hesitancy in giving me this information. As you give me this information, I will be so happy that I will give you a great reward, one that you have wished for all of your life. You will have every desire to give me this information, won't you?

"George, on last April 6th there was a bank robbery committed on the corner of Fifth & Main Streets in Allensville, Ohio. If you know what occurred at that time, you will now tell me. You will be unable to hold anything back. You will want to tell me everything that occurred and will derive great pleasure as you do so. If you do not know what occurred, you will tell me so. But if you do know what happened, you will find that you are compelled to tell me. All right, what occurred at that time?"

Perhaps the reader has already become aware of the terrible use that this technic might be put to in other areas. Picture yourself in a police state, such as Hungary is today. It is certainly bad enough that school children are rewarded when they inform upon their parents and friends who deviate from the established state doctrine. Now add to this the hypnotizing of vast numbers of the youth who become the unwilling and unknowing spies against their parents and friends on behalf of the State. Even the most secret of underground organizations would be almost defenseless against this type of spy system.

Certainly this system of deriving information could be used by the law enforcement agencies in stamping out organized crime in this country. The Cosa Nostra has remained impregnable because of the fear system built up within its organization. Any member who informs on his fellow criminals is inviting a very short life. If by the use of hypnosis this fear is removed, the foundation of organized crime will be destroyed.

Not only may hypnosis be used directly upon the criminal, but it would have beneficial aspects when used with police officers. It can be used to instill a sense of pride by the officer in his work, give him incentive to do better and to advance in his field and to aid him in avoiding temptation.

Police Incentive Technic

"Officer Stanley, you are now in a very deep hypnotic trance state. As a new officer on our police force you have been very fortunate to be among the select few who have been honored in becoming a police officer. To aid you in your work in the future, I am going to give you some suggestions which will remain in your subconsciousness. That is, when you awaken, you will not be aware as to the nature of the suggestions, but they will guide you as long as you are a police officer.

"First of all, I want you to know that you will derive a great deal of pride as a police officer. You will consider this a position of high prestige wherein you are to preserve the rights of the citizens of our community. You will always know that yours is an honored position and that every act that you do and every statement that you make will not only reflect upon your own

prestige but that of every one of your brother officers and you will do everything in your power to keep your record and their records unblemished. You will always remember that your badge and uniform do not give you the right to take advantage of people in any way and that you are only to act for the benefit of the entire community.

"Because of the great prestige which you will have, you will derive a great deal of pleasure every time you perform one of your official duties properly. You will also have within yourself a sincere desire to better yourself and to receive promotions within the police force. You will have a strong desire to engage in home study so that you may better know your job and sooner advance in rank, won't you?

"If at any time in the future you are offered any type of compensation, whether by gift or payment, which would be contrary to the rules and regulations of this police force, you will feel that it is an insult to your honor and prestige by the person making such an offer. You will immediately report the incident to your superiors and you will always refuse to accept any such improperly colored gift. You will never want to grant special favors to any party where such a favor would be against the general interest of the community or against the rules and regulations of the police force.

"Now remember, all of these instructions will remain in your subconsciousness and you will not be aware after you awaken of what they are, but they will control your future behavior. When you awaken you will feel very fine and relaxed and you will feel that this session was of great benefit to you. You may awaken when I count to three."

Perhaps our law enforcement agencies should go even further beyond the use of hypnosis to aid in discovering crimes and criminals and in bettering its own police officers. Hypnosis might even be used in therapeutic fashion to aid in erasing certain aspects of the criminal past from the criminal's mind and also to give him incentive for changing his pattern of living.

Since hypnosis can be used by the criminal, perhaps the law enforcement agencies should set up special departments which would investigate crime with a view to determining if hypnosis had been used. Unless we formally investigate unlawful acts as to the possible

use of hypnosis, it seldom will be manifested when skillfully used.

There are many other areas where hypnosis can be effectively used in police work. Just as the personal injury lawyer might obtain information with regard to and from witnesses at the scene of an accident in order to better prepare his civil liability case, too, witnesses to crimes could be interrogated under hypnosis in order to get complete and factual accounts. Whereas it is primarily only the banks who use close circuit cameras to record holdups, the enactment of a crime before any witness would provide an automatic camera when that witness would be successfully inducted into an hypnotic trance state.

Not only might hypnosis be used to entrap the criminal, but by inducting the innocently accused, many factual items might be obtained which would lead to proof of his innocence, which facts might otherwise have been forgotten.

Espionage

The fate of a country has often rested upon the extent of its espionage and counter-espionage system. Hypnosis can be used effectively in two primary ways: to aid the espionage agent in assuming a new identity and to obtain the services of an apprehended spy, obtain all the knowledge he might have by use of an involuntary technic and send him back out as a double agent. The former system will be illustrated.

Espionage Technic

> "Agent X, you are now in a deep hypnotic trance. When you awaken from this trance state you will not remember that you have been hypnotized. As far as you will know, you will believe that you have never been hypnotized before in your life and that you cannot be hypnotized. In fact, if any body should ever ask you if you have been hypnotized, you will say, 'No, I have not been and I can't be.' You will be under the impression that there have been several attempts to hypnotize you in the past, both of which were unsuccessful. Furthermore, you will know that if anybody ever hypnotizes you or attempts to hypnotize you, other than members of this particular unit, you will become extremely nervous, will feel sick to your stomach and will so act that it is

impossible for you to be hypnotized. During any attempts to hypnotize you, you will find you are not paying attention to what is being said to you, and that your mind will be thinking about the events of the Olympic games.

"From now until this unit advises you otherwise, you will be completely unaware of your past. Your entire past will be erased completely from your mind. Instead you are now going to be known as Stanislov Mikhail. During the next few weeks you will be given all the information about your past life as Stanislov Mikhail. You will observe Russian movies, you will talk to Russian speaking people, you will read Russian periodicals and you will act in every way, talk in every way and think in every way as a Russian, except for certain special instructions which later will be given to you.

"During this training you will also receive additional specialized instruction with regard to the code system which you'll use until otherwise notified. The particular code system which you will be given shall be learned by you only while you are in a trance state. You will never put the code down on paper. In fact, the only time that you will know the code system is when you place yourself into the trance state. At any time in the future after you have learned the code system, when you desire to send out coded information, you will have to first place yourself into the trance in order to remember the code, because your conscious mind will never know the code. We shall also, during the next few days, give you the special key words which only you can use in order to place yourself into the trance state.

"In addition to your not being able to know in your normal conscious condition the secret code, you will also not remember the names of the other members of your apparat. In the event that you desire to remember the names of any agents working under you or in association with you, you shall first have to place yourself in the trance state in order to so remember the names. All other information about these agents and associates will also remain only in your subconscious mind and can be reached by you only after placing yourself in the trance state.

"In the event of your capture by any alien nation, you will find that you have no memory for secret codes, agents and associates, of this unit or anything to do with espionage. No matter what type of questioning or hardship you may have to undergo,

this information will never be released by your subconsciousness to your conscious mind.

"During this training you will find that you have a great deal of pride that you have been one of the few people selected for this special mission and you will feel honorbound to abide by all of the instructions received here. You will find and feel that service to your country is of the paramount interest and in no circumstances will you ever want to betray your country."

As was previously stated, this general type of technic could also be used on an apprehended spy from a foreign nation to make a double agent out of him. Although the word espionage is normally thought to mean the systematic use of spies by a government to discover the military and political secrets of other nations, the Central Intelligence Agency of the United States and its counterparts in many other countries no longer limit themselves to this understood meaning of espionage. It is generally acknowledged today that these super-spy organizations also actively engage in fomenting revolt, dabble in the internal politics of other countries, plant latent spies and saboteurs for use only when war should break out and even engage in training military forces for open invasions. It would not take a great deal of imagination to visualize what effect might be achieved in changing the internal politics and policies of a country in the event that some of that country's leading politicians might be hypnotized and during the process have their basic philosophies changed.

This recalls the science fiction idea of some supermen from a foreign planet implanting little electronic devices in the skulls of humans whereby they could direct them as if they were robots. Yet, with hypnosis the making of human robots can be achieved. This certainly is not to state that it can be done with every individual, but where its use is successful, who is to say that a particular governmental leader is acting under hypnotic suggestions.

Even less obvious would be the hypnotizing of the average businessman-tourist who finds himself in the hands of a skilled hypnosis expert of one of these super-spy organizations. He might be instructed as follows:

Latent Sabotage Technic

"Mr. Koplof, when you return to Moscow, you will act in every way as you have always acted. Of course, as we have previously instructed you, your conscious mind will be completely unaware of everything that has occurred here, you will not know that you have been hypnotized, no one else will ever be able to hypnotize you and you will believe that you have had a very enjoyable and successful trip on behalf of the Soviet Union. But always hidden within your subconscious mind will be these instructions. You will only follow these instructions in the event that you ever receive, whether by voice or in writing, special key words which we will later give to you, or in the event that you determine that the United States and Russia have engaged in war against each other.

"Upon either of these two events occurring, you will immediately take the special bomb, which we will teach you how to operate and which later will be delivered to your house in Moscow, to the radio station. You will place it where instructed and explode it at the designated time.

"You will do this because you will be under an extreme compulsion to do so, and in no circumstances would you be able to prevent yourself from so acting. Furthermore, you will know that this is an act on behalf of the Russian people, that this is what the people want you to do, that at the conclusion of the hostilities you will be treated as the great hero of the country. Great parades will be given in your honor, those material things which you desire in this world will be heaped at your feet and it will be the greatest moment of your life.

"None of these instructions will ever bother you, as you will be completely unaware of their existence. You will never think of them, dream of them or in any way be disturbed by them. On your return to Moscow, and immediately following this session, you will find that your mind is completely free of doubts or worries of any kind."

With an intensive use of a technic such as this, human time bombs could be located throughout a country in close proximity to areas of military importance.

As the reader has progressed through each chapter of this book, learning the induction technics of hypnosis and the various phenomena that can be achieved, and then reads on further to see how

various combinations of these phenomena can be put together to reach a desired goal, whether it be in one of the professional fields, for criminal purposes or otherwise, it should be apparent that the author has touched upon only some of the obvious areas for the use of hypnosis. The surface has only been scratched. Chapters could just as easily be written on the use of hypnosis in the fields of business, education, the arts and sciences, sports, entertainment and about any other field in existence. But, using these same phenomena plus imagination, you, the reader, could also write these chapters as easily as the author. It is hoped that through your intelligent use of hypnosis these chapters will be written as chronicles of your achievements.

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